



Gowthaman S

Focused Business Development Manager with exceptional planning and implementation capabilities. Adept at cultivating, managing, and leveraging client relationships.

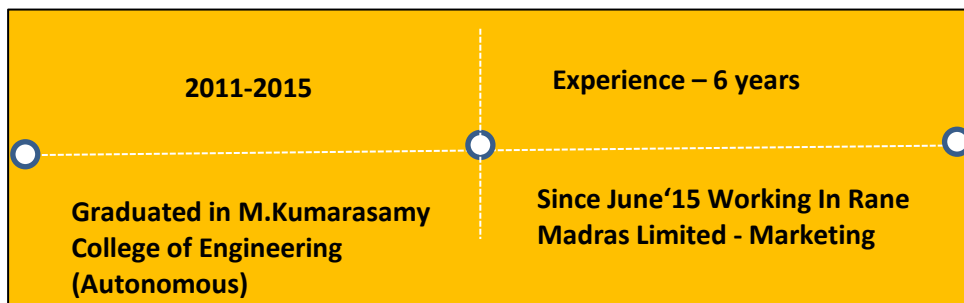
Mail ID: gowthamkavi44@gmail.com

Contact number: [7904724476](tel:7904724476)

Current Location: [Chennai](#)



Career Timeline



Key Impact Areas

Generate new RFQs from customers



QC tools



Market research & model mapping



Honoring Commitments



OTIF new product development



Tooling Cost Settlement & Recovery



Quote preparation & negotiation



PPAP, APQP, SAP and Team Centre



Cost Management



Customer Handling



CFT Follow ups



Project Management



Expertise



Executive Profile

- ❖ A mechanical Engineer with experience of 6 years working in Rane (Madras) Limited leading Tier 1 Auto ancillary to OEMs as Deputy Manager for New Business development and Project Management.
- ❖ Proficiency in RFQ generation, cost estimation, analyzing current market trend, negotiation, price settlement of Hydraulics cylinders, Hydraulic Steering unit, Steering and Suspension linkage products.
- ❖ Gained familiarity with tools like APQP, PPAP coordination, VAVE, SAP and Team Centre.



Education & Credentials

2011-2015:

B.E, Mechanical Engineer
M.Kumarasamy College of Engineering
(Autonomous) -89%

2009-2011:

HSC from KKP Metric Higher secondary
School – 88%

Trainings and Projects

- ❖ Building relationships with External and Internal Customers
- ❖ Tooling, Fixtures and Gauges cost negotiation and settlement
- ❖ Monitoring development of tooling, fixtures and Gauges to meet the APQP time plan.
- ❖ Training on TRIZ (Innovative Techniques)
- ❖ Training on Persuasion and Negotiation skills
- ❖ Training on APQP and PPAP
- ❖ Training on VAVE .

Selected Highlights & Contributions

Did a market study to identify the potential customer through model mapping & won the unserved power tractor TRA business. Business Value – INR 5 Crs per Annum

- › Linkage products settled with 15% PPT based on experience did a design to cost strategy to improve the profitability. Business Value – INR 4.5 Crs
- › Did a market study to identify the potential customer through model mapping & won the unserved power tractor Cylinder business. Business Value – INR 4 Crs per Annum

Key Role:

- ❖ **New Business Development - Hydraulics and Steering and Suspension Linkage Products**
 - RFQ generation from Major OE customers like M&M, M&M Swaraj, ITL, Escorts, TMTL, TAFE, Preet Tractors, VST, Captain Tractors, EKI, AL, VOLVO, DAIMLER and FML.
 - Preparation of quotation, negotiation & price settlement for hydraulic & steering suspension & linkage products
- ❖ **Coordinating Customer Audit APQP/PPAP for New Product Development**
 - Coordinate with Internal and External customers for APQP & PPAP audits.
 - Manufacturing & work flow (PFD) knowledge in Hydraulics & SSLP parts.
- ❖ **Coordinating Customer complaints / Quality Issues**
 - Coordination with SQA team to resolve quality issues & monitor the time line for closure.
 - Do follow ups for internal CN closure & ensure design changes implementation on time.
- ❖ **Monthly NPD schedule release and tracking of schedule adherence**
 - Responsible for submitting New Product parts OTIF with FTR.
 - Responsible for preparation and submission of new product development time plan.
 - Do regular follow ups, co-ordinate with internal & external customers to meet the customer milestones with Quality Cost Delivery.
- ❖ **Market research, Benchmarking and Development of New product range in our Library.**
 - Developed new product range in our library such as Hydraulic steering Pump by doing market study and in-house capabilities for developing the products.
 - Coordinate with CFT for new range product development & submission of samples to customer & farming the new range product businesses.
- ❖ **Tooling, Fixture & Gauges Cost Settlement & Monitoring development to met milestone**
 - Tooling, Fixture & Gauges cost settlement for unique development parts & monitor the APQP time line to ensure flawless & timely development.



Personal Details

Date of Birth: 7th Nov 1993

Languages Known: Tamil, English, Hindi (Beginner)

Address: No.50, Mahima Apartments, KMN Street, Mandaveli, Chennai -600028