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B.E., M.B.A.
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Educational Qualifications

B. E. (Mechanical), 1973-1977, from Punjab University, 67 %

M.B.A., 1977-1979, from Punjabi University, 68%

Schooling from Laos, Kenya, Hong Kong and India

PROFILE SUMMARY

I am a Mechanical Engineer and an MBA with over three decades of successful professional working experience with established multinational companies in India and overseas. I am an Indian national with a well-rounded management experience in Sales & Marketing, purchase, accounts, administration, production, government affairs and other areas to ensure smooth functioning of the company. I have strong analytical ability with demonstrated vision to direct the group resources to achieve immediate and long-term goals, with focus to achieving top line and bottom line results.

My key strength is setting up Greenfield Projects in different countries, from grass root level and develop key accounts and supply chain network, which drive and control the market. Worked for over two decades in India with Grindwell Norton, Ceat Tires, LG Polymers, and Greaves Cotton. Worked for 16 years in Dubai, Nigeria and in Thailand with Tolaram International, Greaves Cotton and Time Technoplast Group of India. Have widely studied, travelled and worked various countries, with success in multi-cultural environments.

I am a team leader who believes in participative leadership style, delegate responsibility with authority, with a strong interpersonal skills as growth of any organization depends on product quality, growth, market leadership and ability to attract and retain skilled talent.

PROFESSIONAL WORKING EXPERIENCE

KLJ GROUP , India : from April 2024 to April 2026 .

I am responsible for the Rigid Packaging business in India and overseas.

KLJ Group has a substantial captive consumption of plastic drums for the chemicals manufactured in various locations in India and overseas. The Group is also selling these products in open market, to meet the needs of quality clients.

Am responsible for putting the systems and procedures in place, to meet quality standards.

Markets have been developed in India, Thailand and Qatar and expanded in adjoining countries to tap potential markets.

Am responsible for expanding product range with organized sector by putting up additional machines. Initiated in setting up additional machines for backward integration for accessories, which shall enhance quality and substantial cost reduction in the finished Rigid Packaging products.

Modern quality laboratory has been set up to closely monitor product quality of Rigid Packaging, in -house and also while in usage with end customers.

Competent team is being build up to meet these standards, which involves recruiting the required skill set, training, development and retention of talent.

Time Technoplast Ltd : 2008-2019 : Thailand : 10 years and India : one year

A) President, Key Accounts, International Business from 2018 - 2019 (www.timegroupglobal.com). Location : India

Responsible for Global marketing of Time Technoplast products in various continents .Key focus shall be in Asian and Middle East countries where we have established footprints and the need is to strengthen and establish the business , as we have done in many overseas countries.

My Specific Responsibilities were as under :

- Accountability & responsibility for all activities within the manufacturing plants in Thailand, Malaysia, Indonesia, Taiwan, Vietnam, UAE, Bahrain, Saudi Arabia and Egypt.
- To develop US operations with plants from Houston, Chicago and IOWA and identify new locations in US and Canada.
- Develop, shape and grow as a market leading business by implementing effective business strategies for Packaging Business in IBC, Drums and jerry cans.
- Lead a team, currently of skilled people, and develop management team skills and capabilities.
- Build long term, trusting relationships with different stakeholders, business partners, professional organizations and government agencies
- Coordinate closely with headquarters and overseas Plants and build personal relationships to ensure Budgets are achieved for Revenue and Betide targets.
- Provide strategic advice and operational insights to headquarters for growth of business.
- Plan, coordinate and manage all business operations.
- Identify and maximize business opportunities with new and existing customers by continually evaluating new opportunities
- To stay up to date with the latest industry trends in the Asian, Middle East and US markets and worldwide.

B) PACK DELTA LTD, Thailand as Director and Chief Operating Officer

Sept 2008 to 2018 (www.packdelta.com) .Location: Thailand

Pack Delta Ltd is owned by Time Technoplast Ltd of India, manufacturing Rigid Packaging, namely Plastic drums, Jerry cans Intermediate Bulk Containers from three manufacturing plants in Thailand.

I have been instrumental in building competency of the company in sales, production and procurement .I have been instrumental in strengthening exports to Singapore, Malaysia, Taiwan, Korea, Vietnam, Indonesia and Egypt. At the same time increasing product mix and markets locally in Thailand and overseas by expanding the customer base and appointing dealers. This has enabled the parent company to put up manufacturing plants in these countries.

To ensure smooth running of five plants in Thailand, owned by Pack Delta Ltd, with the objective by achieving Revenue and profitability, on a regular basis.

Responsible for launch of Composite Gas Cylinders in Thailand with PTT and major Gas companies.

Responsible for procurement of polymer raw materials from local petrochemical plants, PTT and IRPC and overseas mainly Chevron Phillips, Q Chem, Titan and Itochu. Procurement components at workable prices. To ensure accounts and administrative compliance, as per local laws .MIS reporting ID by a matrix system with the parent company in Mumbai.

To develop and sustain market share with key accounts, such as Huntsman, Ecolab, Purac, Solvay, Momentive, PTT, Dow, Pure Chem and many other local large accounts.

To look after the quality control, ISO and ensure compliance by periodic reviews.

To ensure optimum capacity utilization of capacities by keeping operating costs under control and production areas with highest standards.

To develop team Building and build leadership. To retain, attract and promote talent at all levels of the organization.

Director, on Q Pack, Malaysia, manufacturing rigid packaging range of products. To assist the Group in Asian and other regions.

TIME MACHINE GROUP, Dubai as **Director, Corporate Development**, Jun 2007 to Jul 2008

To look after the trading and distribution of Cosmos as Luxury brand products. To promote to retail outlets on all India basis, by targeting to outlets with multiple outlets .To promote barter system with publishing houses.

To look after trading to the retail operations of luxury goods in UAE and India, through Corporate and retail sales. To get the credit rating from specified agencies.

ASCOT INTERNATIONAL FZE, UAE as **General Manager**,
May 2002 to May 2007 (Thapar Group of India)

This is part of Greaves Cotton Ltd, India, established for promoting exports of clays and generators for UAE, Middle East, Indian Ocean and African countries.

Formed this Free Zone Company from grass route to profitable operations from the first year of operation. This includes various activities, from the setup of systems, procedures and identify and recruit the right human capital and guide them, set up the banking facilities with SCB and Dubai Bank, put in place the MIS, Monthly P & L, and get the accounts audited half yearly and annually from PKF, Dubai .To liaison for all government and other statutory bodies and compliance of the laws.

Responsible for negotiating commercial terms with suppliers. To arrange for import, stock, sell, collect payments from customers and remit funds to suppliers.

Demonstrated excellence in bulk sales of 12,000 MT / annum of Calcined and Hydrous clays from English Indian Clays Ltd, India to the construction, paint, rubber, paper, and other industries.

Successful in getting new markets approved and established in UAE/Middle East and South African markets.

Instrumental in selling Generators from Greaves Cotton Ltd, for sales of USD 3.0 million/annum.

BASF STYRENICS P LTD, New Delhi, as **General Manager**, July
1999 to Dec 2001

Responsible for selling Polystyrene (HIPS & GPPS) in the Northern, Eastern and Southern region directly to end customers and through dealer network.

In the first year of operation established Polystyrene market of 12,000 MT / annum, in Northern Region, 3600 MT /annum in the Eastern Region and 4800 MT/annum in the Southern Region with no bad debts.

GREAVES COTTON LTD as **General Manager**, Mumbai, India,
Mar 1997 to Jun 1999

Responsible for all India sales of 15,000 MT/annum of Polystyrene and 7000 MT/annum of ABS and 1000 MT/annum of SAN, manufactured by Rajasthan Resins and Polymers Ltd, through a high caliber team directly to end users and through a vast national dealer network.

ABS sales jumped from 600 MT /annum to 7000 MT/annum in 2 years which brought the company to a positive cash flow, with major success from G.E. Plastics.

SOLLATEK ELECTRONICS UK LTD, Lagos, Nigeria as **General Manager**, Feb 1995 to Oct 1996

Country Head, responsible for importing electronic voltage protection products from UK and marketing in Nigeria through dealers. Sales jumped 6 times to USD 2 million / annum in one year, with success from Coca Cola. Participated in trade fairs, focus on advertisement strategy through various channels, newspapers, magazines, hoarding, radio, TV and International Trade Fairs.

NYCIL LTD as **Marketing Manager**, Lagos, Nigeria, 1993 to Feb 1995

Responsible for importation and selling industrial chemicals in Nigeria. Headed the trading Division. Chemicals were identified, sourced, Imported and sold in Nigeria. Close liaison with banks to arrange foreign exchange. Instrumental in sourcing foreign exchange at competitive prices.

TOLARAM GROUP, Lagos, Nigeria as **Marketing Manager**, Oct 1991 to Feb 1993

Established an independent Trading Profit center for marketing of industrial chemicals in Nigeria. Polymers and chemicals were identified, imported and marketed to plastic, cosmetic, paint, pharmaceuticals, and food, detergent and rubber industries.

LG POLYMERS P LTD as **Regional Manager**, Delhi & Mumbai,
India
, Jun 1985 to Oct 1991

Responsible for sale of Polystyrene, Styrene Monomer and EPS.
Headed the Regional Sales Office in Delhi for the Northern Region
for 5 years and developed sales in five years from 1200 MT /
annum to 12,000 MT/annum. Sales were made directly to end
customers and through the dealers.

Awarded as Best Regional Manager for highest growth in
Polystyrene & EPS sales in 1986 and for Best Region for excellent
control on receivables in 1987

To liaise with various Government Ministries in Delhi.

Subsequently, headed the Western Region, Mumbai for over two
years and widely covered Maharashtra, Gujarat, Daman and Goa.

CEAT TYRES LTD, Hyderabad as **Product Manager**, Oct 1983 to
Jun 1985

Responsible for sales and development of new application of fiber
glass products.

GRINDWELL NORTON LTD, Delhi, India as **Resident Manager**,
Jan 1981 to Oct 1983

To promote sales of grinding wheels in existing and new markets
through a wide network of Distributors and direct interaction with
the end customers. To launch new products.