

# Profile of Vinod MOOGI

- Present Position
- Previous Experience
- Skills & Competence
- Education
- Personal Details



## Present :

**Sales Director** - Mumbai. Sept.2011 till date.

**Ms/Schuler India P.Ltd - German M.N.C.** ( Now part of **M/s Andritz** group )  
Specialized in Metal forming m/c's, Mint, Automotive & **“Beverage Can lines”**.

## Previous Experience :

**MPET Head** - Coimbatore. Jan 2011 till Aug.2011.

**M/s. Mold Masters - Canadian M.N.C.**

Specialized in Hot Runners. I am heading their new division of **“PET Preform Molds”** business on all India basis.

**Country Manager / Consultant** - Bangalore. Jan 2007 to 30th Dec 2010.

**M/s. Alfieri Enterprises Srl.- Italian M.N.C.**

Turn-key bottling lines for beverage packing in Glass / Can & PET.

**Regional Head** -Bangalore. July 2000 31st to Dec 2006.

**M/s. Sidel India P.Ltd.- French M.N.**

Fully owned subsidiary of **“M/s.Sidel S.A France”** having sales of 1 Billion Euros. Sidel offers solutions for liquid food packaging in **“PlasticPET / HDPE , Glass & Can containers on turn-key basis”**. Now it is part of 10 Billion Euros group **“Tetra Laval”** of Sweden

# Previous Experience :

Manager Business Development- Bombay. Sept. 1995 to June 2000.

**M/s. KWH Pipe India Ltd.-Finnish, M.N.C.,**

Fully owned subsidiary of M/s. KWH Pipe Ltd. Finland. Engaged in design, manufacture, supply & installation of PE-HD/PE-MD/PP piping systems. Specialized in submarine PE pipe installations.

Sr.Sales Executive - Bombay. August 1991 to August 1995.

**M/s. Klockner Windsor India Ltd.**

In Collaboration with M/s. Klockner, Kuhne & Desma of Germany. Leaders in manufacturing of plastic processing machines, such as Extrusion, Injection, Blow & Rubber molding.

Sales Engineer - Bombay. November 1989 to August 1991.

**M/s. Kolsite Maschine Fabrik Ltd.**

In Collaboration with M/s. Battenfeld, M/s. Unicor of Germany & FBM of Italy. Manufacturing Plastic Extrusion Machines.

Trainee Engineer - Belgaum. February 1988 to October 1989

**M/s Polyhydron Pvt. Ltd.**

In Collaboration with M/s. Oilgear Towler Pvt. Ltd. U.S.A. Manufacturing hydraulic valves, piston pumps, pressure switches, power packs & fittings.

# Skills & Competence :

- Market exploration to strategy formulation to Business plan to implementation
- Goal oriented
- Vision focussed
- Critical thinking
- Resiliency : Resiliency is the ability to overcome challenges of all kinds-trauma, tragedy, personal crises, plain 'ole' life problems-and bounce back stronger, wiser, and more personally powerful.
- Verbal & written communication
- Leadership
- Creativity
- Identifying growth avenues for short, mid & long term
- Micro-managing

# Achievements :

- **Schuler - Mumbai**
- Developed the market for Aerosol & Beverage Can lines, Minting technology & helped in strategising & positioning our lines in line with organisational vision & mission
- Successfully bagged & executed an Aerosol Line contract & Minting contract Gave a total business of more than **4 million Euros**
  
- **Sidel India P.Ltd.- Bangalore.**
- Starting of Bangalore office from scratch, identifying office space recruiting & training staff.
- Successful in major breakthroughs of getting high value, highly technical & prestigious orders from Coke, Pepsi, Fraser & Neave (ATC Beverages ), Dannone ( Brittanica ) Balan Natural foods, Bailley, Bisleri, Royal Challenge group, etc.
- Successfully promoted & developed business of non conventional & highly technical equipments such as ACTIS, Combi, HR & Milk Packaging turn-key projects with companies like Tata Tea, HLL, Heinz, Defense Research Lab, CFTRI, National Dairy Development. Coconut development board By making presentations & conducting seminars.
- Was responsible for making inroads with UB Group, SAB Miller, Anhauser Busch & Carlsberg companies to promote “ACTIS” Technology to pack BEER in PET.
- Bagged prestigious “Turn-key Hot fill line project” order from next door to competitor. Value of order being apprx Euros 2.5 Million.
- Increased installed m/c base of satisfied customers.
- Achieved market share of 90 % in the given territory.
- Successfully executed Total business of apprx.Euros 7 Million of imported equipments & INR.430 Million of Indian equipments,

## Education :

K.L.E.Society's Engg.College.- Belgaum. "Karnataka University".

**Business Management, 1989**

K.L.S. Society's College - Belgaum. "Bhartiya Vidya Bhavan"

**"Executive Leadership" 11/05/2007 "By Dale Carnegie Training"**

## Personal Details :

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**E-mail:** [vinodmoogi@yahoo.com](mailto:vinodmoogi@yahoo.com)

**Date of birth:** January 10, 1964.

**Language known:** English,& local languages, basic German & French.

**Passport:** Z 2344209 Bangalore, India.