

Profile of K. Soundhar Rajhan

Started as a trainee in Lakshmi group in 1971. The areas of training included cotton selection & administration etc. In 1973 joined LMW in Purchase department.

On 1st March 1974, deputed to Madras to open the Madras office. Successfully established Madras office, taking care of the entire Lakshmi Mills group until 1980. During this period, he was responsible to co-ordinate with all the State Government departments like Industries Dept, Revenue dept, Pollution Control, Licensing with JCCI&E, liaison with Reserve Bank, Financial Institutions and Customs.

In 1982, he established the Shipping and Clearing division after passing CHA exam, to be effective in imports & faster clearances. Streamlined import clearances & exports saving considerable cost. Subsequently he established Lakshmi Cargo Company Ltd.

He has Consistently upgraded knowledge & skills by attending courses in Imports, Exports, HR, Finance & General Management in various institutions like ASCI, IIM-A, IIM-B.

In 1994, he started the Granite division, operating quarries all over southern India and exporting granite to various European countries.

In 1997, Management has given him an opportunity to head Purchase department at LMW, Coimbatore. He has improved vendor interactions, streamlined the entire processes, Consolidated the vendors base. Logistics & Stores were later combined and a consolidated SCM department was formed.

In the year 2000, he was given the responsibility as 'Project Leader' for Business Process Re-engineering at LMW along with Boston Consulting Group. BPR exercise lead by him could seamlessly connect various departments, instead of working in silos.

In 2002, he taken the responsibility as Project Director-E-vista & implemented Oracle 11i e-business suite in a year's time. LMW, successfully moved to ERP from legacy systems with "big bang" approach & going live with all the modules together, switching off the legacy systems.

HBS exposure has given him a great confidence to work in China & to start from the scratch, where LMW has not sold any machines before.

He had successfully established the manufacturing operations, appointed right agents, Traveled far & wide to meet customers, overcoming the language & technical knowledge, able to sell our machines. CMD gave the target of achieving the breakeven within 3 years. With the right team & effective execution, the goal was achieved.

He was responsible to construct 22000 Sq.M. state of art factory in a record time and moved LMW to its own facility in 2014. Succeeded in gaining confidence of the leading textile mills in China & getting the repeat orders from the top 10 customers.

In 2015, moved back to India to lead Machine Tool Division, Foundry and Advanced Technology Centre.

In 2016-17, the Machine Tool Division has grown in revenue with a good bottom line by improving marketing & execution capabilities of the team.

The foundry consolidation project was a challenge. The stumbling block was converted into a stepping stone. Now we are revamping the foundries get the right quality & productivity.

Streamlined the processes at Advanced Technology Centre. Connected well with customers to improve the revenue & the bottom line.

He is energetic & focused to achieve the goals set by the management.