

DAMODARA RAO REPALLE

Senior Business Operations & Strategic Transformation Leader

Coimbatore, Tamil Nadu, India | 36+ Years Experience | Manufacturing | Consulting | AI-Enabled Transformation
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EXECUTIVE PROFILE

Seasoned business operations and strategic consulting leader with over 36 years of diversified experience across manufacturing, operational excellence, business transformation, AI-enabled business intelligence, corporate governance, and P&L leadership. Proven track record of driving operational turnaround, business growth, process excellence, sustainability initiatives, and large-scale organisational transformation within global multinational corporations and consulting environments.

Recognised for building high-performance cultures, delivering measurable business outcomes, strengthening governance frameworks, and integrating AI-driven analytics into operational decision-making. Extensive leadership exposure across manufacturing, healthcare, e-commerce, finance, and consulting sectors with strong expertise in strategic planning, operational efficiency, stakeholder engagement, financial modelling, ESG frameworks, market research, and business advisory.

CORE LEADERSHIP COMPETENCIES

- Strategic Leadership & Business Transformation
- AI-Enabled Business Intelligence & Data-Driven Decision Making
- Manufacturing Operations & P&L Management
- Operational Excellence (LEAN, TPM, TQM, KAIZEN, 5S, WCM, Six Sigma)
- Corporate Governance & ESG Frameworks
- Financial Modelling & Business Planning
- Market Research & Go-To-Market Strategies
- Stakeholder Management & Cross-Functional Leadership
- Supply Chain & Procurement Optimization
- Change Management & Team Culture Development
- Project Management (CAPEX & OPEX)
- Regulatory Compliance & Industrial Relations

CAREER HIGHLIGHTS

- Founder & CEO of S3 Optistart Consulting delivering strategic consulting, market research, financial modelling, operational excellence, and AI-enabled business advisory services.
- 16+ years of leadership experience in senior management and CXO-aligned operational roles across global MNCs.
- Core strategic and sustainability leadership contributor within multinational manufacturing organisations.

- Hands-on expertise in business turnaround, operational optimisation, manufacturing excellence, and performance governance.
- Manufacturing & Procurement Expert associated with Bain & Company's expert network.
- Qualified Independent Director registered with the Indian Institute of Corporate Affairs (IICA).
- Successfully led large-scale manufacturing units, workforce transformation, regulatory compliance, and industrial relations in unionised environments.
- Certified Business Intelligence Professional with AI integration capabilities and practical experience in analytics dashboards and data visualisation.

PROFESSIONAL EXPERIENCE

S3 Optistart Consulting

Founder & CEO | 2024 – Present

- Lead strategic consulting engagements focused on operational transformation, business intelligence, ESG frameworks, and financial modelling.
- Provide advisory support to manufacturing businesses and multinational clients.
- Drive AI integration and analytics-based decision-making initiatives.
- Deliver market research, GTM strategies, and operational governance solutions.

Roca Bathroom Products India Ltd (Spanish MNC)

Unit Head – Operations | 2015 – 2024

- Led end-to-end business unit operations including manufacturing, administration, compliance, and P&L management.
- Drove strategic operational excellence initiatives and sustainability programs.
- Implemented KPI-driven review systems and structured team development programs.
- Managed CAPEX/OPEX projects and operational transformation initiatives.

H & R Johnson India Ltd

Unit Head – Operations | 2013 – 2015

- Delivered significant improvements in business KPIs and operational efficiency.
- Led customer engagement and new product development coordination.
- Successfully managed industrial relations and workforce harmony.

Saint Gobain Glass India Ltd

Senior Team Leader – Mirror Plant | 2008 – 2013

General Optics (Asia) Ltd

Manufacturing Head | 2007 – 2008

Omax Autos Ltd

Quality Head | 2004 – 2007

Rane Brake Linings Ltd

Manufacturing Manager / Production Head | 1995 – 2004

CONSULTING & ADVISORY EXPERTISE

- Strategic Consulting & Business Transformation
- Advanced Data Visualization & Business Intelligence
- AI-Powered Operational Governance
- Mergers & Acquisitions Support (LOI, NDA, Due Diligence)
- Carbon Emission Reduction & Sustainability Strategy
- Financial Modelling & Executive Reporting
- Market Research & Competitive Intelligence
- Operational Diagnostics & Performance Improvement

EDUCATION & EXECUTIVE CERTIFICATIONS

- BITS Pilani – BS Engineering Technology
- Andhra Polytechnic – Diploma in Mechanical Engineering (DME)
- Strategic Management – IIM Kozhikode
- Financial Management Specialization – University of Illinois, USA
- Entrepreneurship Specialization – Wharton School, University of Pennsylvania, USA
- Supply Chain Excellence – Rutgers University, USA
- Google Business Intelligence Program with AI
- Generative AI for Executive Leaders – IBM
- Six Sigma Green Belt & Black Belt
- LEAN Practitioner – CSC London

LANGUAGES

English (Fluent), Hindi (Fluent), Telugu (Native), Tamil (Fluent), German (Basic), Kannada (Basic)

LEADERSHIP POSITIONING

An accomplished senior leader with a unique blend of manufacturing excellence, business strategy, AI-enabled transformation, operational governance, and consulting expertise. Well-positioned for selective senior leadership opportunities, including Business Operations Head, COO, Strategic Transformation Leader, Manufacturing Excellence Leader, ESG & Sustainability Advisor, Business Consultant, and Independent Director roles.

Warm Regards,



(DAMODARA RAO REPALLE)

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