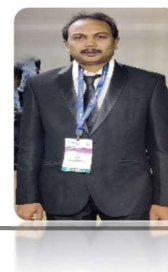


KVSR SESHU KUMAR

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DIRECTOR-TECHNICAL

R&D ~ Product scale Ups ~ Q.C Operations ~ Production Operations ~ Purchase ~ Finance and marketing in Bulk Drug(API's) Industries

SNAPSHOT: Senior Management Professional offering **nearly 27 years** of **rich experience in API's manufacturing industries**. Proven abilities to enhance the production through process optimizations, optimizing resource & capacity utilization, escalate productivity & operational efficiencies. Skilled in production planning, cost control, solvent recovery, trouble shooting, technology transfer, piloting and scale up of new products.

A keen planner with skills in conceptualizing and effecting process initiatives to enhance plant efficiency and productivity. Conversant with techniques like Total Productive Maintenance and Overall Equipment Effectiveness. Well versed with TQM & Safety Norms. Proven abilities in managing technically advanced, cost-efficient systems and processes. Keen understanding of formalities and implementation of quality systems and complying with the norms of regulatory authorities. An enterprising leader with abilities in leading multi-skilled motivated teams. Resourceful in interfacing with the Pollution Control Board, Govt. Depts. for various Certifications, Approvals, Audits, Clearances, etc. Ensuring compliance to quality standards and maintaining all related documents.

Wide exposure in development and scale up of various Drugs and intermediates.

AREAS OF EXPERTISE

Selection of a product based on market and suitability of plant. Process development and scale up.

Plant Operations	Production Management & Planning	Process Enhancement
Cost Optimization	Resource Deployment	Technology Upgradation/ Transfer
Quality Assurance & Control	Yield Improvement	Liaison and Coordination
Equipment Utilization	Trouble Shooting	Marketing
New Product Launching	EHS Operations	Procurement / Vendor Management
Dispatch Planning	Materials Management	Documentation

Management

- Monitoring the daily statements of Finance, funds status, debtors and creditors statements and monthly balance sheet.
- Overseeing production related tasks including planning, procurement, & troubleshooting for manufacturing API bulk drugs thereby achieving the planned quantity and periodic schedules.
- Developing new process concepts for production optimization, yield improvement.
- Controlling all departments to resolves the issues.
- Review of SOP's, manuals & work instructions for production operations facilitating decision making.
- Monitoring the Purchase, R&D, QA, QC and marketing departments to ensure timely delivery of products to customers.
- Troubleshooting related to production activities such as yields fluctuations, quality problems etc.
- Monitoring processes & identifying deviations towards ensuring reproducibility and consistency.
- Analysing various processes/applications and recommending modifications & equipment selections to enhance operational efficiency.
- Devising cost saving measures & modifications to achieve substantial reduction in terms of man days, production cost, raw material & energy consumption.
- Leading the implementation of qualitative assurance across raw materials, work in progress and finished goods across various functional departments.
- Conducting regular internal audits, root cause analysis, troubleshooting and reviews to ensure adherence to highest standards.
- Training and guiding teams towards identifying factors critical to quality, reducing process variation, improving capabilities & increasing consistency and stability.

- ⇒ Leading, mentoring & monitoring the performance of the team to ensure efficiency in process operations & meeting of individual & group targets.
- ⇒ Ensuring that teams adhere to all the quality tool & procedures.

ATTAINMENTS

M/s. Emmennar Pharma Pvt Ltd (Unit-I &III)

- ⇒ M/s. Emmennar Pharma P ltd has been promoted by Sri. M.N.Reddy in 2005. I am a shareholder cum Tech. Director of this company. I have taken the complete responsibility of R&D, Q.C., production, planning, maintenance, and marketing of new products.
- ⇒ Aug 2005, we had started the production of **METHYLISOTHIOCYANATE** (an intermediate of Ranitidine) with 10MT per month capacity. The production of this product had reached 150MT per month in Jan2010.
- ⇒ I had developed and optimized yield from 70 % to 90% (theoretical) along with 95% recovery of MDC solvent.
- ⇒ I had changed a catalyst in this reaction so that the yield is more, cost of catalyst is reduced, and corrosion of plant is almost nil.
- ⇒ I had developed a process of sulphur purification. So that we are able to sell the purified sulphur.
- ⇒ Successful commercialization, scale-up and yield improvement of **NMSM** (Intermediate of Ranitidine. HCl).
- ⇒ I had developed the earlier process so that the utilities consumption becomes very less.
- ⇒ Recovered the DMSO by using 50 feet column. The percentage of recovery is 93-95%.
- ⇒ Meantime I had developed and commercialised the following speciality products:
- ⇒ **1. Dimethyl acetone dicarboxylate, 2. L-Glutamic acid-5- benzyl ester, 3. Diethyl-D(-) tartrate, 4. Di-P- toluyl- D- Tartaric acid, 5. L-Pyroglutamic acid, 6. N-Boc-L-PyroGlutamic acid ethyl ester, 7. 4- Chloropyridine-3- sulphonamide, 8. 2-OXO piperazine, 9. N,N-Dimethyl Thio Urea, 10. Sulfurtrioxide-pyridine complex.**
- ⇒ At the same time, I have verified for a new product which is suitable to our new plant. Finally, I have selected the product **META BROMO ANISOLE which is an intermediate of Tramadol.**
- ⇒ The technology of Meta Bromo anisole is developed and modified from hydrogenation to non-hydrogenation process. This product was successfully launched.
- ⇒ The technology for the reduction of **2-Mercapto benzothiazole sulfoxide (MBTS) to 2-Mercapto benzothiazole (MBT)** was also developed. The MBTS is a by-product of GCLE manufacturing process. Based on this technology, about 400 MT was produced and sold to Virchow petro chemicals.
- ⇒ **Since 2010**, I have taken total responsibility of UNIT-III including the finance, marketing, R&D, QC, Liaison, production, maintenance, and all other departments leading about 250 no's of employees.
- ⇒ Later, we have developed the Tramadol process starting with Meta chloro anisole. We manufactured the Meta chloroanisole about 200 MT per month. While, manufacturing Meta Chloroanisole, we have reduced the effluent from 6 times per kg to 1.0 kg per kg.
- ⇒ We have started the innovative production of **TRIPHENYL PHOSPHINE (TPP) in 2011. Recently, Patent issued for the same.**
- ⇒ The production of TPP is an innovative route, it has been developed in our R&D and successfully commercialised. In general, TPP was produced from PCl_3 , Sodium metal and Mono chloro benzene.
- ⇒ But we synthesised this product from Triphenylphosphine oxide reaction with Triphosgene and Aluminium. The Triphenyl phosphine oxide is a waste product while making the CEFIXIME and other cephalosporins.
- ⇒ Presently, we are producing TPP about 100MT per month.
- ⇒ Since 2016, simultaneously we are producing the Triphenyl phosphine with PCl_3 and MCB by Grignard reaction including the 93 % recovery of THF solvent.
- ⇒ Since 2016, We are producing the 4-Chloro butyryl Chloride about 40 MT per month.
- ⇒ Since 2018, We are producing the N,N- Dicyclohexyl carbodiimide (1,3-DCC) about 30 MT per month.
- ⇒ Recently, developed and commercialised the 1,1- Cyclohexanediacetic acid (CDA) which is an intermediate of Gabapentin.

July 2003 – Nov 2004: Director, M/s.Janus Research laboratories p Ltd, Hyderabad.

- ⇒ In July 2003, I started a research lab named as M/s. Janus Research labs P Ltd.
- ⇒ We have done good business within 15 months' time.
- ⇒ We had exported a lot of fine chemicals to M/s. Wako pure chemicals, Japan.
- ⇒ We specially developed some intermediates to M/s. Glenmark Generics, Mumbai.
- ⇒ Along with the above business, we have taken contract manufacturing and troubleshooting of existed process for some of the companies in India.

July 1999 – June 2003: R&D Manager, M/s. Virchow Laboratories Ltd, Hyderabad.

- ⇒ Successfully developed the process of **SUCRALOSE** (Zero calories sugar) from sugar. We have developed this process in R&D and commercialised the same upto 200 kg level.

- ⚡ Developed an innovative and synthesis of 4- Bromo phenyl methyl sulfone with less than 0.1% of 2- isomer.
- ⚡ Developed a commercially feasible synthesis of 3,4-Dichloro fluoro benzene which is a starting material Of Ciprofloxacin HCl. While developing this process, we have made a new catalyst and recycled the same for 15 batches. So that this process is feasible and competitive against the Chinese market.
- ⚡ Developed new drugs and intermediates at M/s Virchow labs like Zidovudine, Rofecoxib, Celecoxib, Clodronate disodium tetra hydrate, Phenyl glycine, Mepiride and mepiridal.
- ⚡ The Mepiride (2- Methoxy-5-Amino sulfonylbenzoic acid methyl ester) an intermediate of Sulpiride and Mepiridal (2- Methoxy-5- methyl sufonyl benzoic acid methyl ester) an intermediate of Tiapride.
- ⚡ These intermediates are developed for M/s. Sanofi-Aventis and supplied of 20 MT level.

Feb 1997- Nov 1998: R&D Asst. Manager, M/s. Daurala Organics Ltd, Meerut. UP.

Role:

- ⚡ Individually handled the project of 2,4- DiHydro Phenyl Glycine based on Birch reduction.
- ⚡ Developed the 2,4-Dihydro phenyl glycine dane salt, Phenyl glycine and its dane salt.

Jan 1996 – Jan-1997: R&D Officer, M/s. Pfimex organics ltd, Hyderabad.

Role:

- ⚡ Became a group leader for 4 members. I had developed so many drugs and intermediates
- ⚡ Developed the process of Ciprofloxacin HCL. Modified the process in acrylate stage. Due to this modification, removed a step of toluene complete distillation and isolation of product in methanol in cold condition. Acc. to this modification, the product is isolated from toluene itself.
- ⚡ Like the above many intermediates and drugs are developed.

Sep 1993 – Dec 1995: R&D Chemist, M/s. Cheminor Drugs Ltd (Group of Dr.Reddy's labs), Hyderabad

Role:

- ⚡ Career started with this company. Joined as a R&D Chemist.
- ⚡ Involved in the development of SUMATRIPTAN and other intermediates along with a team of 10 members.

Patent

- ⚡ **PROCESS FOR PREPARING TRIPHENYLPHOSPHINE.**
- ⚡ **Patent No:33655, Application No: 201741023474**
- ⚡ <https://ipindiaservices.gov.in/PatentSearch/PatentSearch/ViewApplicationStatus>

Publications

- ⚡ **Rapid and Selective Oxidation Of Alcohols Using Fly Ash Mediated KMnO₄ (KMnO₄-FY) Under Solvent Free Conditions**
International Journal of New Technologies in Science and Engineering Vol. 2, Issue 6,Dec 2015.
- ⚡ **Facile synthesis and anti-microbial properties of 2-(Substituted benzyl sulphanyl)-1H-Benzimidazoles.**
J. Heterocyclic Chemistry, 42, 1405, 2005.
<https://doi.org/10.1002/jhet.5570420722>
- ⚡ **Facile synthesis of 2-(Substituted benzyl sulphanyl)-1H- Benzothiazoles and its anti-microbial activity screening.**
J. Heterocyclic Chemistry, 42, 153, 2005.
<https://doi.org/10.1002/jhet.5570420124>
- ⚡ **Simple and convenient synthesis of 2-(Substituted benzyl sulphanyl)-4,5- Dihydrothiazoles and their anti-microbial activity studies.**
J. Heterocyclic Chemistry, 42, 1191, 2005.
<https://doi.org/10.1002/jhet.5570420624>

ACADEMIA

1991-93	M.Sc. (Organic Chemistry) from Bhopal University, Bhopal. MP.
1987-90	B. Sc. (M.P.C.) from SS &N College, Narasaraopet, Guntur (Dt), Andhra Pradesh.
1985-87	Intermediate (M.P.C.) from SS&N College, Narasaraopet, Guntur(Dt), Andhra Pradesh.
1985	10 th Class from MPL High school, Narasaraopet, Guntur(Dt), Andhra Pradesh.

PERSONAL DOSSIER

Father Name	:	K.S.R. Anjaneyulu
Date of Birth	:	10-07-1970
Marital Status	:	Married
Language Proficiency	:	Telugu, English & Hindi.
Birth Place	:	Narasaraopet, Guntur(Dt), Andhra Pradesh, India.

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