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AMUL GUPTA

A ceramic materials professional with proven skills in product / process innovation, new business, technical sales support, and manufacturing technology development.

SUMMARY OF QUALIFICATIONS

- 27 years of experience in developing / improving products, process and manufacturing technology
- A key contributor to \$80MM Sales from new products & applications developed.
- Member of plant management staff for 22 years, managing salaried and hourly employees.
- 22 years of global technical marketing and sales support.
- Fused raw materials process technology development and quality control.
- Cost savings through reduced scrap rate, lower cost raw materials and process innovations.

PROFESSIONAL EXPERIENCE

1989 – 2016 **Monofrax** **Falconer, NY**

Monofrax is one of the leading manufacturers of fused-cast refractory products for the lining of Glass Melting, Steel Reheat, Light Metal Reduction and Nuclear Waste Vitrification Furnaces. Monofrax was owned by Carborundum Company till 1995, Saint Gobain in 1996, Vesuvius till 2006, RHI till May 2016, and currently owned by a private equity firm Callista GmbH.

June 2016 – Oct. 2016: Sales Director, Monofrax LLC

- Developed sales growth strategy.
- Rebuilt worldwide sales network.

2009 – May 2016: Global R&D Manager RHI Fused-cast Refractories Plants

- Led a manufacturing team to develop process technology for Fused raw materials production. *Enabled plant to improve capacity utilization through additional volume.*
- Led R&D and manufacturing team to develop a new AZS product, in Italy, to reduce glass defects. Patent application approved. *Commercial orders received.*
- Led engineering and manufacturing team to develop process technology for an alpha alumina product for applications in Display / Protective Glass melting furnaces.

2001 – 2008: Technical & Process Engineering Manager

- Developed a new patented product for lining of TFT-LCD glass melting furnaces. *Since 2005, several commercial orders received.*
- A key contributor to development of an innovative manufacturing technology for a critical component for TFT-LCD glass melting furnaces. *Sales volume >20MM realized.*
- Collaborated with an Industry – National Lab program to develop a new application for Fused Spinel product. Led manufacturing team to develop process technology. *Sales >\$2MM. Patent granted.*

- Led a team of IT and Process engineers to develop and implement a software, for review of customer orders prior to manufacturing. *Improved Product Yields by 10%*
- Provided Technical Leadership in Achieving *Annual Cost Savings Plan ~\$1MM.*
- Successfully Defended Company Against \$700K *Product Liability Lawsuit.*

1996 – 2000: Technical Manager

- Provided technical leadership in improving process yields. *Product losses reduced by \$1MM in 2000.*
- Led process improvement team to successfully develop a new process (Company Trade Secret). *New sales of \$8MM realized during 1997-1999.*
- Directed research and technical marketing of Alumina products for a new market in glass industry. *Sales ~ \$20MM realized during 1995-2000.*

1995: Principal Engineer / Acting Technical Manager

- Co-ordinated development of a new manufacturing technology, *10% improvement in yields.*

1994: Sr. Development Engineer / Acting Technical Manager

- Implemented 24- hour online product chemistry testing.
- Supervised company wide effort to *successfully implement ISO 9002.*

1991-1993: Sr. Development Engineer / Chemistry Lab Supervisor

- Measured electrical and thermal properties of refractory products.

1989-1990: Development Engineer / Chemistry Lab Supervisor

- Supervised chemistry laboratory. *Discovered major discrepancy in published and actual chemistry of products through implementation a new XRF spectrometer.*

EDUCATION

- Training courses in Leadership, Innovation Excellence, Operational Excellence, Quality Management, Decision Making, Conflict Resolution
- M.B.A., General Management, St. Bonaventure University, New York, 1993
- M.S. Ceramic Engineering, Alfred University, Alfred, New York, 1988
- B.S. Ceramic Engineering, Banaras Hindu University, India, 1986

PUBLICATIONS / PRESENTATIONS

- 25 Technical Presentations and Publications in U.S. and International Conferences and Proceedings.
- 3 Product Patents.

PERSONAL

US Citizen, Married, 2 Children