
Summary of Experience

Sanjiv Joshi is a Business Excellence leader bringing varied Lean, Supply Chain, and Six Sigma experiences from general manufacturing, pharmaceutical, medical device, chemical, software, and service industries. His active leadership in continuous improvement programs and projects led to breakthrough and sustained improvements in Quality, Cost, Delivery, and Safety. At one organization, his leadership enabled a team to achieve a ten fold increase in yield. Sanj's work experiences include leadership guidance, training, and results delivery as a consultant, development of sourcing services at FreeMarkets (Ariba), new product introduction at GE Medical Systems and the manufacturing of tractor transmissions at Case New Holland Corporation. Prior to his consulting work which has included DuPont, Coca Cola, Pfizer, and Nortel, he helped with the collaborative development of sourcing processes with Alcoa, introduction of the world's first digital x-ray detector and a high field open MRI magnet at GE, and the development of lean manufacturing cells for axle and transmission production at Case New Holland. Sanj has taught over 1000 students on Lean Expert, Lean Introduction, Lean Leaders, Six Sigma Green Belt, and Six Sigma Black Belt for various global 100 companies in North America, Latin America, Europe, and Asia.

Selected Accomplishments

- Led delivery of knowledge transfer services of Lean Concepts, Methods & Tools (integrated into an existing Six Sigma framework) within a global chemicals company across several teams that performed value stream improvement and over 100 Kaizen events in the areas of Supply Chain Planning, Change-over Reduction, 5S, Material Replenishment, Value Stream Mapping, etc, resulting in significant improvements in capacity, lead-time, processing time, inventory, totaling over \$80M in benefits.
- Supported the global, company-wide deployment of Operational Excellence within a beverage company that resulted in the transformation of a global Supply Chain leading to a 5% reduction in Supply Chain costs; techniques included multi-function diagnostic assessments, project execution, and leadership development to achieve results.
- Guided value stream transformation of a tier one automotive business including yield improvement, set-up reduction, planning process enhancement and flow improvements resulting in >\$20MM in savings.
- Stewarded value stream transformation of chemicals business including set-up reduction, planning process enhancement and flow improvements resulting in more than \$2MM in savings.
- Transformed the logistics/distribution processes of a high-volume, high-mix consumer products distribution center leading to reduced damage and shrinkage, higher throughput per employee, and more effective dock utilization.
- Teamed with the corporate sourcing organization of a \$20B metals firm to develop a global sourcing process where the six month effort resulted in clearly defined communication, work paths, and expectations between the customer, internal stakeholders, service provider, and suppliers to enable >\$200MM of annual procurement savings.
- Led the development and implementation of a lean program needed to manage a global organization of over 300 sourcing professionals that, through teamwork and over 50 kaizen events, relocated staff and standardized processes globally resulting in cost improvements of over 30%, quality gains of 50%, and lead time reduction of 30%.
- Through the use of Six Sigma methodology, assisted in the ten-fold yield improvement of a revolutionary semiconductor fabrication process where projects identified specific improvement needs in process control, fab cleanliness, standard work, and problem detection techniques with the resulting benefit valued at \$30,000 for each unit of saleable product produced.
- Implemented the first lean assembly cells for the production of tractor axles and transmissions at Case New Holland where the resulting assembly areas; breakthrough practices were used in developing semi-automatic machinery, ergonomic tooling, visual management, and role flexibility.

Educational Background

B.S. Mechanical Engineering, Boston University