

VINIT SHAH

Director of Business Development @ Kanex Fire Solutions Limited

MS Industrial Engineering (Penn State University) | B.Tech Mechanical Engineering

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SUMMARY

Director at Kanex Fire Solutions Limited driving manufacturing excellence, industrial services, and technology-enabled transformation across a globally compliant fire and life-safety product portfolio. Focused on building scalable, efficient, and compliant systems that meet international standards, leading process design, product development, manufacturing operations and enterprise systems.

EXPERIENCE

Director of Business Development

Sept 2025 - Present, Mumbai

Kanex Fire Solutions Limited

Business Development Manager

Jan 2025 - Sept 2025, Mumbai

Kanex Fire Solutions Limited

Directed service division, built & led team, managed key accounts & projects, expanded export marketing.

Teaching Assistant

Jan 2024 - Jun 2024

Penn State University

Assisted Prof. Suresh Muthulingam for SCM 450W.

Supply Chain Research Assistant

Oct 2023 - Jan 2024

Penn State University

Analyzed data from 4,100 company pairs within TRI and OSHA databases; identified company equivalency and industry alignment.

Operation and Process Lead

Aug 2020 - Jun 2023, Mumbai

Kanex Fire Solutions Limited

Optimized workshop layout using Flexsim; implemented PDCA, 5S, control charts; integrated Oracle NetSuite ERP; managed inventory via ABC & VED.

Manufacturing Operations Intern

May 2020 - Jul 2020, Bhavnagar

Kanex Fire Solutions Limited

Aligned sales orders with production scheduling, implemented KAIZEN, preventive/reactive maintenance, Oracle ERP.

Marketing Executive

Oct 2019 - Jan 2020, Mumbai

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Contributed to Maker Mela; secured \$2k in funding from Fampay and Ishan Foundation; email marketing and cold calling.

EDUCATION

MS, Industrial Engineering

Aug 2023 - May 2025

Penn State University

B.Tech, Mechanical Engineering

Aug 2019 - May 2023

KJ Somaiya College of Engineering

12th HSC, Science

2018 - 2019

IES College

SKILLS

Leadership & Cross-functional Team Leadership • Industrial Engineering & Process Optimization • Project Management • Excel (Advanced) • ERP Systems (Oracle NetSuite) • Simulation (Flexsim) • Quality Systems (PDCA, 5S, Control Charts) • Supply Chain Management

CERTIFICATIONS

- Excel Skills - Essentials, Intermediate I, Advanced
- Social Media Advertising
- Project Management