

SWAPNIL KANDALKAR

Product Application, Costing & Business Strategy

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PROFESSIONAL SUMMARY

Strategic Business Development and Product Management professional with 8+ years of experience in the global automotive sector, specializing in market analysis, product strategy, and Go-to-Market planning. Proven expertise in translating market trends, competitor intelligence, and regulatory frameworks into successful business models and product roadmaps. Possesses deep domain knowledge in automotive safety and seating systems, including 3-point ELR seat belts and airbag integration. Adept at driving growth through strategic acquisitions, cross-functional leadership, and a steadfast commitment to quality, safety, and compliance.

International Exposure: Successfully managed clients across US, UK, EU, LATAM, ROA (excl. China) & India

CORE COMPETENCIES

- Market & Competitor Analysis
- Business Model Development
- Regulatory & Legal Framework Analysis
- PLM Systems (Windchill, PTC Creo)
- Product Strategy & Roadmapping
- Cross-Functional Team Leadership
- Automotive Safety Systems (Seat Belts, Airbags)
- AI Tools (Claude, OpenAI, DeepSeek)
- Go-to-Market (GTM) Strategy
- Data Analysis (PowerBI DAX, SQL)

CLIENTS PORTFOLIO



PROFESSIONAL EXPERIENCE

Deputy Manager - Application Engineering | STANLEY Engineered Fastening (Stanley Black & Decker)

October 2024 - Present | Pune, India

- Drive business development for No-Hole (plastic, stud, equipment) and EV business opportunities across India market, collaborating with global teams for international customers.
- Spearhead thermal joining and no-hole joining technologies, specializing in Tucker stud welding applications for automotive.
- Lead techno-commercial negotiations with Tier-1/OEM teams including Mercedes Benz, MSIL, and Skoda VW.
- Manage end-to-end sales funnel using Salesforce (SFDC), tracking order, lead, and opportunity lifecycles.
- Conduct detailed costing analysis using Windchill 9.1 and PTC Creo for product data management and BOM lifecycle control.
- Utilize Spinfire for 3D CAD model visualization and engineering insights.
- Co-ordinate for manufacturing feasibility.
- Bench-marking of competitor parts.

Deputy Manager Business Development | TATA Autocomp Systems Limited

TM Seating Division June 2022 - October 2024 | Pune, India

Composites Division February 2019 - February 2022 | Pune, India

- Owned complete RFQ lifecycle from requirement capture through cost build-up to proposal submission for seating, composites, and electrical projects.
- Managed strategic accounts (Stellantis, JLR) achieving YoY revenue growth and deepening Tier-1 partnerships.
- Market & Product Strategy: Conducted comprehensive market analysis, including trend identification, segmentation, and competitor bench-marking for automotive seating and safety products. Defined product roadmaps and generation plans aligned with market opportunities and customer needs.
- Go-to-Market & Business Development: Orchestrated the end-to-end RFQ lifecycle and developed customer-specific Go-to-Market strategies for key accounts (Stellantis, JLR). Identified and pursued new growth opportunities, creating robust business models for seating programs that integrated critical safety components.
- Safety Product Expertise: Managed projects with a focus on integrating passive safety systems—specifically 3-point Emergency Locking Retractor (ELR) seat belts and side-airbag assemblies—into seat structures. Ensured all designs met stringent global safety standards, legal frameworks, and compliance requirements (e.g., FMVSS, ECE R14, R16).
- Strategic Acquisitions & Cross-functional Leadership: Defined key strategic insights and cost models to support critical sales acquisitions. Led cross-functional teams (Engineering, Quality, Manufacturing) to ensure project delivery within scope, budget, and timeline, while upholding the highest standards of safety and quality.

Process Executive | Kaizen Infosys

May 2018 - February 2019 | Pune, India

- Conducted market landscape analysis and design matrix evaluation to identify growth opportunities
- Performed comprehensive financial ratio analysis and five-year trend analysis on revenue, cost, and operational efficiency
- Led customer screening and market mapping initiatives for business segment expansion

Process Executive | NVIDIA Graphics

October 2017 - April 2018 | Pune, India

- Led data tagging efforts on Hatch platform for autonomous vehicle projects (Tesla, Audi, BMW, Mercedes)
- Implemented and optimized data tagging workflows, ensuring high-quality label datasets for machine learning models

KEY PROJECTS & ACHIEVEMENTS

Automotive OEM Projects:

- Mahindra India: BE6, BE9 SWS SPR
- Mercedes Benz India: GLS C
- Vinfast Vietnam: VF 32-33-34s SPR
- Rivian USA: Thyssen Krupp SPR
- Stellantis: J4U, WL/WS DT, JL JT, P674
- Ford Thailand: F150(P736), FVL, AAT
- JLR UK: L384, L463
- TML India: X4, Q5, Nova EV, Eterna
- CEER: Shinyoung Korea SPR

Industrial Projects:

- Schneider and Siemens : MCCB , MCB housing India
- Alstom India : Door Pillar Metro Australia and Belgium
- Recaro : Aircraft interiors Airbus/Boeing , Germany

EDUCATION

Masters Programme - Tata Tomorrow University Business Leadership Flagship Programme

London Business School & Tata Tomorrow University

2023-2024 | Grade: A | TATA Bluemint Flagship Programme

Bachelor of Engineering - Mechanical Engineering

Shri. Savitribai Phule Pune University

2014-2017 | Dr. D.Y. Patil School of Engineering | CGPA: 7.03

Diploma in Mechanical Engineering

Maharashtra Board of Technical Education

2011-2014 | Gulabrao Devkar Polytechnic, Jalgaon | CGPA: 7.68

Xth High School

2011 Central Board of Secondary Education - Delhi, India | CGPA : 9.2

CERTIFICATIONS & PROFESSIONAL DEVELOPMENT

- 2 Day Fanuc Robot Training Workshop and Robot Operating (2025)
- Advanced Problem Solving Lean Six Sigma Green Belt (2024)
- IoT (Internet of Things) - Yonsei University, Korea (2020)
- The Science of Well-Being - Yale University (2020)
- Manufacturing Excellence - Tata Autocomp (2020)
- Product Engineering - Tata Autocomp (2020)
- Programming with Python - Internshala (2020)
- PTC Creo 3.0 - College of Engineering, Pune (2015)

TECHNICAL SKILLS

Software: Salesforce (SFDC), Windchill 9.1, PTC Creo, Spinfire, FlexPLM, PowerBI DAX, SQL, AutoCAD

AI Tools: Skilled in leveraging Claude AI, OpenAI, and DeepSeek for file analysis, productivity, and automation

Manufacturing: Stamping, Piercing, Seating, Plastics Moulding, Compounding, Welding, Machining, Robot basic Operation