

# Dinesh Musalekar

Dinesh Musalekar has his roots connected to the city of Dharwad in India, where he was born and spent most of his childhood and education up to his Engineering Degree in Electronics and Communications from Karnataka University. As a child he was always fascinated by machines and engineering equipment and curious to know how they are built and how they work. He used to enjoy watching the endless switching panels and circuits and chattering noise at his father's work place of telecommunication department whenever he used to visit him there. During his school days Mathematics, Physics, Drawing and Craft were his favorite subjects. It was natural and easy decision for him to pursue Engineering studies after high school.

In spite of having offers to teach in his college and also decent GATE score to get admission for Masters in Engineering studies after the Completion of Engineering degree, Dinesh decided to move to Mumbai and started as business development engineer and selling 386 computer systems to the SME in the suburbs of Mumbai to understand market, city, people for short period. He moved on to the elevator industry starting with a short stint of about a year with ECE industries and then to OTIS, UTC group company for the next 10 years. He started as a project engineer responsible for most of the 5 start hotels of Mumbai city elevator upgradation projects and many high-rise elevator installations and commissioning. During this period, he also completed his MBA from Mumbai University a 3 years Post Graduation course in Management. During the Otis time, Dinesh was involved in developing more safe, efficient elevator dismantling, installation processes which are still being used. Numerous Kaizen projects, was ACE (Achieving Competitive Excellence) pilot, thanks to UTC's ITO university program. He went on to head the modernization division of West Region comprising of 4 states. In 2005, he moved to TL Jones (now AVIRE), a UK based Halma



group company to set up the operations from ground zero as the first employee. He developed this start up to have dominance with 70% market share of its core products in a span of 9 years in India. He was involved in many aspects of business during this period which included business development in Middle East, Africa, setting up of network of offices, new production facility, driving global sales strategic and future products team, merger of 3 group companies, member of global management team and resident director for India operations. Thanks to Halma, he went through HEDP, an executive development training program from Henley Business School at Oxford, UK to further sharpen his management skills.

He joined Lumel as president and CEO in 2014 to be challenged to do a turn around which he hadn't done before! Lumel being a state owned 60 yrs old company them had financial challenges. He quickly devised a 5 years strategy 2020, outlining company's development in terms of human capital, investments, product and market etc. Thanks to him, Lumel is progressive, innovative and expanding with a double digit CAGR for the last 5 years and looks promising going ahead with its

both HPDC business Lumel Alucast and electronics instrumentation business Lumel SA.

The development of both companies is still accelerating. It also goes hand in hand with the use of the idea of Industry 4.0 – both as a consumer and supplier of solutions in the form of products and systems for cloud solutions. In the second half of 2019, the company launched the largest investment in its 65-year history. In the economic zone, the construction of a new Lumel 4.0 technology plant has begun, where not only will the existing production be continued, but also new product series related to green energy solutions will be developed.

Dinesh Musalekar spends his free time on cycling and hiking. He loves motorcycling, golf and ping pong, he loves reading and is interested in international politics and business. His recipe for success is the principle of maintaining a proper balance in private and professional life. He also shares these principles with his employees, for whom the Lumel Arena sports hall – a multidisciplinary facility for playing football, volleyball, basketball or tennis is being built next to the newly built plant. ■