

Loknath Rath

Position: Director

Qualifications: MBA – Rutgers
B.Tech – (Mining) IIT BHU

About Loknath

Loknath has extensive experience in Minerals Industry and is a techno-commercial expert with specialization in developing new businesses and geographies related to resource segment. His expertise includes mine planning, project management, international trade, international trade, project marketing, M&A advisory services & asset valuation.

Relevant Experience

- **Managing Director – Salva Resources.** Business setup, team formation, business development, project marketing, client relationship, mentoring & branding.
- **Dy. General Manager – Tata Steel Asia (Hong Kong) Ltd.** Investment opportunity, Market development, Negotiations & Govt Liaison.
- **Country Manager, China (Shanghai) –Tata South East Asia Limited,** Minerals and Metals Business. Sales, Sourcing and Marketing of Steel Based Raw Materials
- **International Operations – Tata Steel Exports of Ferro Alloys.** Customer Relationship Management, Production & Logistics Planning, New Product Development, New Market development. ERP Implementation planning.
- **National Sales Head – Tata Steel.** Responsible for achieving business targets, new customer development, new product development, business planning, customer relations.
- **Supply Chain & Customer Order Processing-in-charge.**
- **Mine Planning & Survey:** Project expansion from 5 to 7.5 LTPA.
- **Mining Operations: Iron Ore (Noamundi) & Chromite (Sukinda)**

Period		Position	Organization
2013	Present	Director	Geovale Services
2011	2013	Chairman	HDR Salva
2008	2011	Managing Director	Salva Resources
2001	2008	Country Manager – China	Tata Steel
2000	2001	International Operations	Tata Steel Limited
1997	2000	National Head-Domestic Sales	Tata Steel Limited
1989	1997	Various Positions at Tata Steel Ltd	Tata Steel Limited