Over 12 years of qualitative experience with MEP Companies in the field of EPC handling various profiles such as Business Development, Estimation and Costing, Proposal Engineering (RFP’s), Project Management, handling Technical and Commercial Affairs of the Projects with Government and Private organizations. Excellent interpersonal, analytical & negotiation skills with exposure of working in MS Projects, Windows, Design and Drawing software based environment. Typical areas of consulting projects completed in the following fields:

|  |  |
| --- | --- |
| ***Power Plant*** | Project Manager for Rs.840 Million Raw Water Intake Piping Projects and Rs108 MIllion LP Piping Project (Phase-1& 2) for Abhijeet Projects Ltd, Chandwa, Jharkhand with an active role of coordination and controlling. |
|  |  |
| ***HVAC*** | Project Manager for Rs.32 Million of Basement Ventilation job of Weightlifting Auditorium at JN stadium, New Delhi, India for Commonwealth Games 2011 with a role of execution and commissioning. |
|  |  |
| ***Oil & Gas*** | Main responsibility of Business development, Proposal Engineering and Tendering for the segment of Fr. 5 to Fr. 9 Air Intake Systems and GT Filters from Domestic and International clients |
|  |  |
| ***Automobile*** | Project Engineer for Designing and Execution of Turnkey Paint shop projects of MSIL, Bajaj, Piaggio, Honda Siel and Toyota. |

**Educational Qualifications**

* Undergoing preparation for certification in PMP.
* PG Diploma in Alternate Dispute Resolution from Indian Law Institute, New Delhi in 2011
* MBA (Marketing) from AIMA-CME,Lodhi Road,New Delhi in 2008
* B.E. (Mechanical) from Nagpur University in 2001.
* HSE from Sardar Patel Vidhyalaya, New Delhi

**Employment History**

| **Period** | **Employer** | **Designation** | ***Responsibilities*** |
| --- | --- | --- | --- |
| Aug’11 – Till Date | Lloyd Insulations (I) Ltd. New Delhi | Manager- Project Management (PMO) | Project Management (PMO Responsibilities) Coordination and Budget controlling |
| April’08 - July’11 | Voltas Ltd, New Delhi | Area Sales Manager (Retrofit Business) | Business Development, Client Engagement, Tendering and Project Management |
| Feb’06 -March’08 | Camfil Farr Air Filtration, India | Asst. Manager – BD | Marketing, Estimation ,Costing , Tendering-GT projects and People Management |
| Sep’04- Jan’06 | Lloyd Insulations (I) Ltd. New Delhi | Sr. Engineer-BD | Marketing, Estimation ,Costing and Tendering-Pipeline projects |
| April’01 – Aug’04 | Taikisha Engg. (I) Ltd, | G.E.T promoted to Sr. Engineer | Proposal Engineering and Project Execution-Turnkey Projects |

**Key Skills**

|  |  |
| --- | --- |
| ***Leadership*** | Hands on experience building and leading project teams and stakeholder groups from project initiation through project operations |
|  |  |
| ***Collaboration and Integration*** | Routinely collaborates with a diverse group of subject matter experts during project initiation, scope development, and project execution |
|  |  |
| ***Multi-tasking*** | Managing multiple scopes, schedules, budgets, and stakeholder communications. |
|  |  |
| ***Communications*** | Excellent communicator with verbal, writing and presentation skills attuned to project goals and stakeholder needs. |
|  |  |
| ***Negotiation and Problem Solving*** | Conversant across multiple engineering disciplines, understands complex problems and capable of negotiating |
|  |  |
| ***Team Building*** | Hands on experience building and leading project teams from project initiation through project operations |

**Professional Experience**

|  |  |  |
| --- | --- | --- |
| *Organisation, Place* | : | ***Lloyd Insulations (India) Ltd.*** |
| *Tenure* | : | Aug’11 – Till Date |
| *Designation* | : | Manager- Project Management |
| *Responsibilities* | : | Contract Execution and Project Management |
| *Major Clients* | : | *Abhijeet Projects (4x270 MW Power Plant, Chandwa-BOP Package)*  *NTPC, Unchahar ( Fire Fighting Piping Project),* |

**Project Management**

* Defining project scope, goals and deliverables that support business goals in collaboration with senior management and stakeholders.
* Supporting multiple work streams to create a centralized PMO organization.
* Effectively communicate project expectations to team members and stakeholders in a timely and clear fashion.
* Execute the project in full compliance with contractual requirement towards the client and subcontractor.
* Identify and manage project dependences in view to critical patch.
* Detailed planning, scheduling and monitoring the progress to ensure completion of project within the time &

Budgetary parameters.

* Act as Arbitrator and Mediator between client and subcontractor for execution of contractual obligations
* Build, develop, and grow any business relationships vital to the success of the project.
* Generate MIS reports on weekly and monthly basis for reporting reports incorporating the variances for review with the leadership team.
* Timely payments through Letter of credit/Bank guarantees and their related issues.

*Significant Achievements:*

* Effectively prioritized and organized workloads in a constantly changing environment to meet daily and weekly schedules.
* Commended by management on numerous occasions for the quality and consistency of my performance

*Strengths:*

* Positive and enthusiastic, able to communicate effectively with management at all levels and direct workers in a manner insuring maximum efficiency
* High motivational level, excellence of leadership technique, and professional attention to detail supplemented by the ability to influence and stimulate others.

**Previous Assignments**

|  |  |  |
| --- | --- | --- |
| *Organisation, Place* | : | ***Voltas Ltd, New Delhi*** |
| *Tenure* | : | April’08 - July’11 |
| *Designation* | : | Area Sales Manager – Retrofit Business |
| *Responsibilities* | : | Business Development, Tendering and Project Management |
| *Major Clients* | : | *CPWD, MTNL, BSNL, MSIL, RANBAXY,ALL PSU’s* |

**Business Development**

* Identify and generate new enquiries from potential customers and keeping track of upcoming projects
* Picking up sales lead, conduct technical demos for the consultants, engineers and the customers
* Introducing and enlisting the Product line of the company in the tenders
* Integration of multi-sourced information for the assembly of a price proposal
* Identification and presentation of technical and commercial exceptions

**Tendering**

* Execution of complete tendering process from purchase, bidding till negotiations.
* Participating in e-bidding and online submission of tenders
* Doing reverse bidding in order bag the government orders.
* Negotiation on the prices, commercial terms and conditions with the customers.
* Finalizing contracts with the customers.

**Project Management**

* Monitoring the execution of projects (since product had a lead time of around six months and it was a make to order scenario) in terms of duration, cost with quality adherence.
* Supervising a team of GET’s, Diploma Holders and Vendors for Site Execution
* Responsible for credit control and timely remittances from the market.
* Maintaining proper documentation of records for various audit purposes.
* Providing various project/product related reports to higher management i.e., profitability of product/project and cost reports
* Supporting special projects as assigned by supervisor/management
* Managing commercial aspects of a project by co-ordinating with Inter-departmental and external activities to achieve seamless operations.
* Monitoring the project progress using project tracking software like MS Projects.
* Planning and simulation of daily/weekly activities by making and monitoring the activity plan using necessary software.

*Significant Achievements:*

* Planned, monitored and executed a project of Rs.32 Million of Basement Ventilation of Weightlifting Auditorium at JN stadium for Commonwealth Games 2010.
* Achieved the iWIP/WIP ratio less than 0.9 by booking, planning, monitoring, executing and closing the job of central plant of Maruti Suzuki Head Office at Vasant Kunj, New Delhi.
* Received appreciation from Maruti Suzuki for completing their job of central plant of 2x33 Tr AC Scroll Chillers installed in R & D building in 54 days.

*Key Skills:*

* Maintaining healthy relationships and working closely with the Consultants and the Government./ Private customers for incorporating of the specifications
* Managing the team mates and the vendors efficiently in order to close the open jobs to achieve the quarterly targets.