Vijay

[Vijay.305497@2freemail.com](mailto:Vijay.305497@2freemail.com)

**Senior level professional in MEP contracting business and HVAC specialty with background experience in MEP (HVAC) project management, production, seeking assignment as General Manager**

General Manager

**Over 30 years’** rich experience mainly with contracting companies, OEMs, and engineering companies, including 17 years in the Gulf. Expertise in business development, pre & post contract project management; and ability to manage end-to-end operations of multiple concurrent projects at geographically divergent locations. Strong business acumen, commercial awareness and in-eth understanding of HVAC system design (including but not limited to district cooling systems, VRV systems, package ACs, Split ACs, etc.). Proven ability to lead operations of MEP contracting business and project delivery services with sole technical & commercial responsibility and P&L accountability. Working with **Shamel International – Muscat, Oman,** since October 2001, as **Divisional Manager.**

**Areas of Expertise**

* Business Planning
* Marketing Management
* Bidding & Negotiations
* Project Delivery Mgmt
* Operations Management
* Design/Engg. Coordination
* Resources Management
* Contracts & Claims Mgmt
* Mechanical Manufacturing
* Risk & Opportunities Mgmt
* Budgeting & Cost Control
* Profit & Loss Management
* Quality & HSE Management
* Performance Management
* Team Building & Leadership

Executive Synopsis

* **Operations Management:** Due diligence for business acquisition, proposal management & techno-commercial negotiations, setting out project budget & project management plan, procurement & supply chain planning, manpower & resources planning and engagement, communicating project objectives & milestones, budgets/contracts administration & cash flow management, project physical progress review, conflicts resolution, process troubleshooting, manufacturing
* **Project Management:** Finalization of project execution plan with Client/Consultant/EPC contractor, site mobilization, team building and task assignments, following up timely delivery of materials/equipment at site, site activity scheduling, subcontractors’ program delivery, project coordination, monitoring & control of progress/expenditure/ productivity, change management, approval process management, corrective and preventive action for closing of performance gaps, invoicing
* **Pre-Contract Engineering:** Proposal engineering, design & engineering of systems/solutions, specs and material/equipment selection, preparation of technical documents, technical negotiations
* **Post-Contract Engineering:** Preparation of project submittals, review/validation of technical submittals, securing submittals’ approvals, inspection & testing of material/equipment, installation planning/technical support/ supervision, pre-commissioning checks and commissioning, handover documentation, operational troubleshooting, etc.
* **Relationship Management:** Liaison, networking and communication with client/consultant/OEM/Vendors/EPC contractor for respective deliverables at pre & post contract stages of projects; and fostering sustainable relationships
* **Team Management:** Recruiting, developing and building teams; motivating and directing team to achieve individual and business goals, nurturing and retaining talents, managing team performance through coaching/mentoring/problem solving

Professional Experience

**Divisional Manager | Shamel International – Muscat, Oman Oct 2001 onwards**

Responsibilities

* Develop and deliver marketing strategy to promote company's business capability and target opportunities
* Establish and maintain strong and effective Client’s relations; to continually innovate, improve, advocate, and maximize the Firm’s business in the targeted regions
* Plan bid response strategy and work with bid technical and costing team in development and submission of bids
* Develop post contract construction budgets and cash flow projection based on project scope and the associated costs
* Coordinate all project strategies and procedures, as well as allocation of required resources
* Review, approve and direct the planning and development of the project execution plans including trend programs, project cost estimates, scope definition, project procedures, budgets and project schedules; and ensures acceptance by the client, members of the project teams and functional management
* Develop and accomplish detailed engineering & construction programs, work plans, procurement plans, and schedule milestones
* Periodically review change order controls to assure all changes are being handled properly
* Develop and manage KPI’s to drive improvements and deliver performance
* Obtain Client’s acceptance of the work and document all turnover activities, including the preparation and submission of the progress reports, and the final project report
* Work closely with project participants & other members of core Project Management team for achievement of common goals
* Ensure assigned projects are completed within budgets and schedules while meeting client needs, and business objectives
* Monitor progress against plan & budget, provide financial control, and ensure quality and contractual compliance
* Track and monitor project manpower and resources for optimum utilization to raise bar of resources productivity and efficiency
* Liaise with external authorities and regulatory agencies as required to ensure that projects comply with all applicable regulations
* Monitor subcontractors’ work for compliance with schedule, budget, quality, safety, contract agreement
* Review contract documents and assists with procurement, pre-bid conferences, and evaluations
* Resolve field construction problems in coordination with engineering staff, third parties, and other agencies as necessary
* Coordinate with client/stakeholders, attend progress meetings, develops status reports, and deliver presentations as required
* Implement project policies and procedures, and recommend policy and procedure improvements whenever required
* Monitor claims, suggests ways to mitigate cost and time impacts, and assist in catch up scheduling in case of delays
* Support quality & safety vision of the company and own accountability for overall quality & safety performance of the projects

Achievement

* Achieved 20% profit in all the projects as against industry standards of 10 to 12% margin

Key Projects Delivered

* Shaza Muscat Hotel - 5 Star Hotel Construction with 276 Guest Rooms, 30 Apartments, Tennis Court & Ball Room Facilities
* Jasmine Complex, Mixed use Development
* Commercial Building - Panorama Mall
* Military Technical College-MOD
* Military Commercial Complex-MOD
* Anantara Hotel & Resort at Jabal Al Akhdar
* STF complex at Nizwa, Buraimi & Salalah
* Ministry of Defense - Headquarter building, Oman
* Ministry of Defense - Forces Ordinance School - Oman
* Ministry of Aqwaf- Residential & commercial building.
* Muscat Oasis - 20 nos. residential and commercial building (6 storeys each)
* Ministry of Defense - Mission Trainer and Helicopter Hanger at Salalah, Oman
* Warehouse for Lulu shopping center - Oman.
* Al Bustan A4 Package Chilled water system - Oman
* The Wave Town houses (Ducted split system) - Oman
* Mussanah Explosive Facilities (MOD) Chilled water networking &
* Installation & commissioning of chillers & AHUs - Oman
* New Family Clinic at Mam (MOD) – Oman

Previous Experience

* **2000 – 2001 Marketing Manager – Carrier AC Products AIRFAB Engineers Pvt. Ltd. – Mumbai, India**
* **1996 – 2000 Marketing & Execution Manager (HVAC Systems) Multipurpose Systems Pvt. Ltd. – Mumbai, India**
* **1994 – 1996 Production Manager AWAL Gulf Manufacturing Co. – Bahrain**
* **1992 – 1994 Sr. Production Engineer (Split Units) Voltas Limited – Mumbai, India**
* **1991 – 1992 Works Manager PRABHAT Industries – Mumbai, India**
* **1989 – 1991 Production and Maintenance Engineer BOMBAY Wire Ropes Ltd. – Mumbai, India**
* **1987 – 1989 Production Engineer GOETZE India Ltd – Bangalore, India**
* **1984 – 1987 Production Engineer VIJAYDEEP foundries Pvt. Ltd. – Hubli, India**

Credentials

**Education**

* **B.E. (Mechanical),** First Class with Distinction, BVB College - Hubli, 1983

**Professional Development**

* Air cooled chiller performance training in Trane factory at France
* VRV system performance at Trane factoty in China
* Seminar at Trane China Factory for VRV system
* Seminar at KSB pump manufacturing plant in Melbourne
* Seminar at Logstor under ground pipes in Denmark
* Diploma awarded by Carrier Air-con limited for having completed the requirement of carrier systems design course for packaged air conditioning equipment (Mar-2001)