|  |  |
| --- | --- |
| **Ram**  **“**Expertise in global business development with hands-on exposure to multi-cultural and economic affairs in Middle East , European and CIS countries; India targeting assignments in **Project Management / Business Development/ General Management / Operations Management** with an organization of high repute, preferably in **Oil & Gas/ Construction-MEP / HVAC sector”**  **Location Preference: UAE / Oman / Qatar / India**  [**ram.369701@2freemail.com**](mailto:ram.369701@2freemail.com) | |
| knowledge24x24icons Profile Summary | |
| * A highly accomplished professional **with 23 years** of extensive experience in **Business Development ,** **Project Management, Supply Chain Management; working on HVAC & MEP Systems, managing Profit Centre Operations, Sales & Marketing, HSE Management.** * A proactive **leader and planner** with cross-functional expertise in **planning market penetration, product management, dealer management with proven skills in competitor/ market analysis.** * Keen analyst with proven contribution in investment estimation & analysis, monitoring risk, **projecting P&L and cash flow of business over long-term,** deriving returns under various financing options; thereby leading to high ROI; Successfully led the delivery of **Yamal LNG Project** * Expert in analyzing **information system needs, evaluating end-user requirements, custom designing solutions** and provide engineering solutions for HVAC and MEP applications. * Proven excellence in developing & streamlining systems with proven capability to enhance operational/ administrative effectiveness and meet operational goals within the cost, time & quality parameters | |
| edu24x24icons Academic Details   * **MBA (Marketing)** from College of Business Management (Osmania University), Hyderabad in 1999 * **B.E. (Mechanical)** from Osmania University, Hyderabad in 1993   Key Achievements   * Successfully executed and delivered to **customer satisfaction**, the HVAC system for Yamal LNG Project in Russia for Yamgaz (A Joint Venture of Technip-France, Chiyoda-Japan & JGC-Japan) and end user Yamal LNG ( A Joint Venture of Novatek-Russia, Total-France, CNPC-China) with an order value of **US$ 150 Million** for HVAC, Electrical , Instrumentation and Automation system for the LNG Process & Utility modules, Control buildings, Compressor shelters in which all equipment are certified explosion proof hazardous category and operate in the extreme cold arctic & marine climatic conditions * Headed a team of more than **100 members** entailing Engineers, HSE, Quality, Planners, Expeditors, Commercial Executives and Document Controllers * Successfully **turnaround the Central & Eastern Europe region’s and Other CIS countries performance** through Business Development and the positive contribution towards the improvement of sales engineers and dealers skills, optimized service operations for increased efficiency and technicians utilization, finished goods and parts stock management, warehouse, which resulted in gain in share of market from the region * Developed and implemented relationship strategies to maximize chances of profitably securing strategically important new business partners in Heating segment, Small & Medium capacity Chillers and Airside equipment segments. * In Blue Star Limited successfully led the business development and increased market share in Commercial & Comfort and Industrial segments of Andhra Pradesh and Maharashtra.   softskills24x24icons Skill Set | |
| Analytical  Collaborator  Change Agent  Communicator  Motivator | |
| Core Competencies   |  |  |  | | --- | --- | --- | | **Sales & Business Development** | **Territory Management** | **Strategic Planning** | |  |  |  | | **Project Management** | **Market & Competitive Analysis** | **Operations Management** | |  |  |  | | **HSE Management** | **HVAC System Engineering** | **Team Building and Leadership** | |  |  |  | | |
| career24x24icons Career Timeline  **Aug’93 – May’94** Vazir Sultan Tobacco Industry, Hyderabad as Trainee Maintenance Engineer  **Jun’94 – Nov’04**  Blue Star Limited, Hyderabad as Area Sales Manager  **Since Dec’04** AHI Carrier Fzc, Location as Senior Project Manager(Oil & Gas Projects Division) | exp24x24icons Organizational Experience cid:image004.jpg@01D2680C.2BFCCDD0  **Since Dec’04 with AHI Carrier Fzc, Sharjah, UAE as Senior Project Manager**  **(Oil & Gas Projects Division)**  **Growth Path / Deputation:**  Dec’04 – Mar’07: Assistant Manager (Building Systems & Solutions Division)  Apr’09 – Apr’10: Area Manager (Building Systems & Solutions Division)  Apr’10 – Mar’12: Senior Area Manager – Other CIS countries , Pakistan (Building Systems & Solutions Division)  Apr’12 - Jul’14: Regional Manager–Central & Eastern Europe  (Building Systems & Solutions Division)  Since Jul’14: Senior Project Manager (Oil & Gas Projects Division) |
| **Key Result Areas:**  **As Senior Project Manager**   * Spearheading the delivery of **Yamal LNG Project** entailing engineering design, procurement, installation support and commissioning supervision * Managing and leading project team to drive deployment of several projects and process improvement strategy & methodology; ensuring maximum operational efficiency * Coordinating with the customer, third party vendors/ subcontractors and shouldering responsibilities for all management aspects of the contract scope delivery * Front-leading the project progress as per scheduled deadlines for various tasks and taking necessary steps to ensure completion within time, cost and effort parameters * Ensuring the required engineering assurance and technical competence are available for engineering delivery and quality assurance * Reporting periodical project performance to management and customer and taking required actions towards ensuring continuous satisfactory project performance with respect to all project delivery aspects * Delivering and implementing the project as per scheduled deadlines; extending post-implementation and maintenance support to the technical support team and client * Supervising the development of project objectives and execution strategy, work breakdown structure and delivery strategy in accordance with the contracting strategy * Monitoring the financial expenditure throughout the project and reviewing proposed opportunities or changes in order to optimize cost efficiency * Administering and monitoring the supply chain activities in collaboration with the procurement team to ensure that the project proceeds according to the contract and managing delivery expectations   **As Regional Manager**   * Led the Business Development, operations of Central & Eastern Europe countries encompassing Austria, Czech Republic, Slovakia, Slovenia, Croatia , Hungary and Ukraine * Supervised the Sales & Marketing Team, Service & Parts Operations, Commercial and Finance Teams of Austria and Czech branches * Built the dealer base and network specialized in specific market segments for HVAC equipment like large and / or medium capacity system integrators, small and unitary products, heating systems , airside products * Formulated and implemented a highly collaborative comprehensive marketing strategies for penetrating and enhancing share of market in coordination with principals like carrier and factories * Developed and managed multi-channel marketing campaigns and imparted training seminars to dealers & consultants * Conceptualized the pricing strategy for sales force and dealers * Managed the service operations and improving installed base coverage rate, retention & conversion rate for warranty.   **As Senior Area Manager**   * Handled the Business Development and executed the operations of CIS countries entailing **Ukraine, Kazakhstan, Georgia, Armenia, Uzbekistan, Tajikistan, Kyrgyzstan**   **As Area Manager**   * Successfully led the operations and Business development of CIS countries encompassing **Ukraine, Kazakhstan, Georgia, Armenia, Tajikistan and Kyrgyzstan** * Executed and led the project delivery of petrochemical & fertilizer complex in Venezuela for Toyo Engineering, Japan and other Oil & Gas projects in **Kazakhstan, Algeria, Turkmenistan and Uzbekistan for Petrofac, TCO, KCO.**   **Jun’94 – Nov’04 with Blue Star Limited, Hyderabad (Air-conditioning Projects Division) as Area Sales Manager**  **Growth Path:**  Jun’94 - Nov’03: Assistant Manager/ Senior Engineer / Engineer / Trainee  Nov’03 - Nov’04: Area Sales Manager  **Significant Accomplishments:**   * Successfully achieved consistent YOY growth in business through extensive market coverage and penetration * Led the Business Development ,design and sale of HVAC Projects in Andhra Pradesh till 2003 and in Mumbai & Goa till 2004 and provided support for teams in the Western region, India encompassing Maharashtra, Gujrat, Madhya Pradesh and Goa * Designed and provided HVAC solutions to various applications like commercial and industrial projects ranging from Hospitals, Hotels, Convention Centers, Office complexes, IT Parks, Defense Installations, Shopping Malls, Mixed Use Developments and Film cities * Performed Project Management and delivered clean room solutions and equipment for Pharmaceutical, Bio-Technology, Semiconductors and Hospital Operation Theatre * Executed projects right from pre-sales stage to detailed design & site installation   Z:\Approved_ResDev_Repository\Formats\Visual Resume Formats 2015-16\Icons\workshop24x24icons.png Training  **Aug’93 – May’94 with Vazir Sultan Tobacco Industry, Hyderabad as Trainee Maintenance Engineer** | |
| Personal Details  **Date of Birth:** 25 October ,1971  **Languages Known:** English, Hindi and Telugu | |