Vidya.381000@2freemail.com



**VIDYA**



**BUSINESS DEVELOPMENT PROFESSIONAL**

**Bids preparation | Cost Estimation | Project Management**

**PROFESSIONAL SNAPSHOT:**

Goal oriented Business Development Engineer with an experience of over 9 years across engineering and Business development activities such as Business Prospect Identification, Bid Preparation, Project & Contract Management, Client Relationship Management, QA/ HSE Operations, and Strategic Alliance Development across the Oil & Gas, Petrochemicals, and Refineries domain

* Skilled at analyzing potential and existing markets in order to identify business opportunities besides establishing customer base relations and its management data base
* Demonstrated abilities in conducting market research to develop strategies and roadmaps for bagging new projects and securing business relations
* Adept at technical writing for pre-qualifications and tender submissions, preparation of proposals, review of contract documents, assist Project Design teams, and develop value engineering solutions
* Deft at ensuring entire technical requirements of the client is fully conveyed to the team for their performance as per customer requirements, specifications, and relevant international codes
* Expertise in leading engineering design teams in coordinating, assigning, and supervising the work while identifying and resolving issues to perform efficient, effective and timely execution of engineering work
* Hands on experience in HMI software’s such as Intellution

IFIX 3.5, IFIX 4.0, RSview32, RS Logix 5000 and in designing P&ID drawings with software like Bentley Plant space P&ID, Bentley Microstation and in AutoCAD

* Possess sound planning, interpersonal skills, people management & coordination skills

Proposal Tendering



Management Operations

Project Resource

Management Planning &

Management

|  |  |  |
| --- | --- | --- |
| Technical / | Scheduling & |  |
| Commercial |  |
| Planning |  |
| Negotiations |  |
|  |  |

**CAREER HIGHLIGHTS**

**Mott MacDonald & Company LLC, Muscat, Oman –2011- Jan 2017** **Projects Managed**

**as Business Development Engineer Key Highlights:**



**Business Development Operations**

* Accountable for meeting new clients, maintaining relationships, preparing technical and commercial proposals for Engineering, understanding contract terms and making presentations, and submitting bids as a part of management during technical and commercial negotiations with client
* Coordinating with various Engineering disciplines, Quality Management, resource planning and scheduling
* Identifying new prospects in the Oman markets and outside countries and following up with them

**Bidding & Proposals**

* Reviewing enquires to decide on bid / no bid strategies and preparing technical and commercial bid proposals and tenders after thorough site visits during pre-bid stage and attending pre-bid meetings

|  |  |
| --- | --- |
| Feasibility Study | Daleel Petroleum |
| Refractory Material | worth Million |
| Plant and Copper | Rials Omani |
| Rod Project |  |
|  | EPC Projects - |
| Feasibility Study | pre-bid for Amin |
| for Ferro-crome | Offplot & Rabab |
| project | Harweel Power |
|  | Plant |

Technical

Assessment of

Galvanised Steel

Project

**EDUCATIONAL QUALIFICATIONS**

* **B.E. – Instrumentation & Control** Madras University, 2003
* **PGDBA – Production & Operations Management**

Symbiosis University, Pune, Pursuing

**TECHNICAL SKILLS**

* Cm C++, and Unix
* MS Office 2010, PIMS
* P&ID Drawing in Plant Space
* AutoCAD
* iFix 3.5 Version / iFix 4.0 Version – SCADA Software

**PERSONAL DETAILS**

* **Date of Birth:**

19th Dec 1981

* **Languages Known:** English, Tamil and Hindi
* Preparing Cost estimation, Risk analysis, and Project execution plans while coordinating Discipline Meetings for scope of work definition for proposals
* Proposing all types of bid submissions including pre-qualification and project tenders
* Developing time bound plans and scheduling the engineering activities along with preliminary Resource Planning and forecast for proposals
* Understanding the risk associated with the project and developing mitigation strategy

**Project Management**

* Conducting site visits and promoting continuous interaction with the execution team to manage complete execution of the projects
* Appointing third party consultant, reviewing reports while performing scheduling and cost management activities
* Initiating project progress meetings with the client and ensuring effective communication until project end
* Identifying clear scopes for various disciplines including process, civil, mechanical, C&A, Electrical, and Pipelines
* Conducting technical discussions and ensuring timely completion of the deliverables, submission of the deliverables and payment collection
* Adhering to QA/HSE compliances

**Projects Bagged**

* Successfully worked on bagging three major long term service contracts worth (10m Omani Rials)
* Demonstrated detailed on-time support and constant interaction with Oman Refineries and Petrochemicals Company to win an important Project management Service contract for Raysut Terminal Revamp Project and a repeat order from the client (worth more than 1.5M Rials)
* Executed pre-bid engineering services for Amin On-plot and Amin Off-plot water injection development project; successfully won the detailed engineering services for the same project (worth 0.7M Omani Rials)
* Bagged various projects from Daleel Petroleum in B- Block area in Oman worth 1 Million rials Omani and from EPC Contractors namely, L&T, AHE, GPS, ATE, OOMCO, Galfar, TESCO, Takamul and new investment companies, etc. and International clients like ABB SpA, Khudairi Group, worth more than 1.5M Rials
* Bagged some major EPC projects worth more than 0.5 M rials- Amin Offplot injection project and Rabab Harweel Power plant and Amal HRSG Project, Salalah International airport fuel farm, Barik to BVS 8 SOGL loop project, Samra thermal power station - Jordon, Ajeel gas compressor project - Iraq
* Successfully negotiated contractual clauses in favour of the organization in two major manpower supply contracts from OGC and ORPIC companies
* Pivotal role as a Project Manager for O&G projects and provided pre-bid Engineering services for Zauliyah Gas compression project, Lekhwair Combined Cycle power plant, Rabab Harweel Power Plant, and Amal HRSG 1C project
* Operated as a part of the Strategic team to establish a JV incorporated company to pursue large EPC business and as a part of the Management team to develop strategic alliance with KBR for the larger projects of PDO & BP’s Khazzan development project

**CDM India Ltd., Chennai – 2004 to 2007**

**As Instrumentation Engineer**

**Key Result Areas:**

* Worked on two projects -Southside Waste Water Treatment Plant and Tarrant Regional Water District
* Engaged in programming and designing graphics of human-machine interface (HMI) control screens besides creating database work including memory mapping I/O point for checking the various types of I/O’s Assisted in Instrument Index development, preparing I/O lists, and creating Loop Description and Tag Generation
* Focused on spotting and rectifying SCADA programming errors so as to increase efficiency and assisting in the development of Control System Architecture/ Network Architecture Design
* Provided technical support to the procurement team on equipment selection, developed Instrument data sheets and conducted trials to identify deviations and make relevant modifications to stabilise products
* Assisted the Management information systems (MIS) team in Collecting and summarizing the procurement of materials from various departments

