## Davy



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Education: Bachelor of Engineering

Years of Experience: (32) Years

Years in GE/Alstom: (9+) Years

## *Professional Objective: A challenging assignmentthat provides an opportunityto make a strong contribution to organizational goals through continued development of professional skills.*

***PROFESSIONAL SYNOPSIS***

* **Experienced power industry professional** with a total work experience of (32) years, including (27) years in power generation industry in the ME/Gulf region.
* **Key strengths** in areas of Product/Service Sales, Key Account Management, Long Term Service Agreements, Contract Management and Customer Engagement.
* **Exposure to different functions** – (13+) years in sales/account management/contracts/project management,(13+) years in power plant maintenance services and (5) years in after sales service.
* **Exposure to working in different organizations and countries** with multicultural global teams – (9+) years in GE/Alstom (OEM-UAE), (4) years in Masaood John Brown (ISP-UAE), (13+) years in Saudi Electricity Company (Power Plant-KSA) and (5) years in ITI (Public Sector-India).

## *CAREER SUMMARY*

* Outage Manager – **Field Core Service Solutions, a GE company**, Dubai (Aug 2017 – July 2018)
* Lead Sales Manager - **GE Power, Power Services**, Dubai (Nov 2015 – Jul 2017)
* Sales Account Manager - **Alstom Power, Thermal Services**, Dubai (Jan 2009 – Oct 2015)
* Country Support Manager - **Masaood John Brown**, Dubai (Dec 2004 – Dec 2008)
* Maintenance Engineer - **Saudi Electricity Company**,Dammam, KSA (May 1991 – Nov 2004)
* Assistant Manager - **Indian Telephone Industries**, Mankapur, UP, India (Apr 1986 – Mar 1991)

## *ACHIEVEMENTS / CAREERPROFILE*

* Successful business developmentof Steam Turbine/Boiler services for GEPowerin the Gulf region.
* Successful key account management of DUBAL, DEWA & FAPCO for Alstom Power TS in UAE.
* Secured “the first in the region” orders for GT13E2 MXL2 upgrade, ALSPA Controgas retrofit and ALSPA Care Sentry vibration monitoring systemfor Alstom Power Thermal Services.
* Successful management of two long term agreements for Alstom Power –DUBAL Gas Turbine LTSA for (3) GT13E2 units and DUBAL Generator LTSA for (17) units for Alstom Thermal Services.

**FieldCore Service Solutions, a GE company - Outage Manager - UAE**(Aug 2017 –Jul 2018)

* **Planning and Project Management** of Gas Turbine/Steam Turbine/Generator scheduled inspections, plant outages, upgrades and long term service agreements in the UAE.

**GE Power, PS - Lead Sales Manager, Steam/Boiler Services - Gulf**(Nov 2015 – Jul 2017)

* **Business Development** of Steam Turbine/Boiler services, upgrades, retrofits and long term service agreementsin the Gulf region - UAE, Qatar, Kuwait, Bahrain and Oman.
* **Steam Turbine & Boiler outages** – support outage execution activities and interaction with customers, engineering and project managers to explore emergent work potential duringoutages.

**Alstom Power, Thermal Services -Account Manager - Dubai**(Jan 2009 – Oct 2015)

* **Key Account Management** of Dubai Aluminium (EGA/DUBAL), Dubai Electricity & Water Authority (DEWA), Fujairah Power Asia Co (FAPCO) and Emirates Sembcorp Water & Power Co (FWPP-1).
* **Sales** of products, services, value packages, long term service agreements, retrofits and upgrades for gas turbines, steam turbines & generators.
* **Management of two long term service agreements** with DUBAL – Gas turbine LTSA for (3) GT13E2 units and Generator Maintenance Contract for (17) generators for spares and services.
* **Customer Engagement during outage planning and site execution** of gas turbine, steam turbine and generator scheduled inspections and other plant outages.

**Masaood John Brown (MJB) - Country Support Manager - Dubai**(Dec 2004 – Dec 2008)

* **Account Management** of key customer accounts in Nigeria, Myanmar and Libya.
* Management of **Long Term Service Agreement**for gas turbine parts/services with AES Nigeria.
* **Tendering, execution/project management** of gas turbine inspection services, control system retrofits,new/refurbished parts supply andcomponent repair services.

**Saudi Electricity Company – Maint/System Engineer - Saudi Arabia**(May 1991 – Nov 2004)

Joined in GC-19 as Maintenance Engineer-III, was promoted twice to reach GC-21 as System Engineer-I.

* Contract management of outsourced maintenance services.
* Maintenance of Power Plant Instrumentation & Control system components.
* Management of in-house electronic repair services and Failure analysis.
* Calibration management of Test & Measurement Equipment.
* Spare parts management - Forecasting, Procurement and Inventory control.

**Indian Telephone Industries Ltd – Asst. Manager -Mankapur, UP, India**(Apr 1986 – Mar 1991)

* Unit Head of Repair Center, responsible for aftersales service of company products.
* Supervision of component level repair of telecom equipment and failure analysis.

**AlstomPower, Thermal Service – Power Projects**

* DUBAL – GT21 & GT22Gas Turbine 13E2 MXL2 Upgrade (First MXL2 Upgrade in ME area)
* DUBAL – Gas Turbine C-Inspections (GT14, GT21, GT22 and GT23)
* DUBAL – Steam Turbine C-Inspections (ST14, ST16, ST18, ST20& ST22)
* DUBAL – Generator Major Inspections (15 off GT/ST Generators)
* DUBAL – GT14 Electrical/Control System Retrofit (First Controgas Retrofit in ME area)
* DUBAL – ST14 Vibration Monitoring System Retrofit (First ALSPA Care Sentry in ME area)
* DUBAL – Sea Water Pump Overhauls (5 off)
* Fujairah F2 – Steam Turbine Inspections (ST18, ST28 & ST38)
* Fujairah F2 – Generator Inspections (ST18, ST28 & ST38)
* FWPP1 – Generator AVR Redundancy Upgrades (GT 1-4)
* DEWA – Generator rotor rewinds at Alstom workshop (D Station MHI generators)
* DEWA – Steam Turbine Inspections (E Station ST6, L Station ST86 and M Station ST10-20-30)
* DEWA – Generator Inspections (E Station ST6 L Station ST86 and M Station ST10-20-30)