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| **MALE** | |  |
| **Email ID: -** [**manish-392960@2freemail.com**](mailto:manish-392960@2freemail.com) | |  |
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**MANISH**

**INDIAN, 33**

**OBJECTIVE:-**



An opportunity to significantly contribute to an engineering organization, enhance competence and make a career.

**CORE COMPETENCY**



Skilled in business development, tender costing, and proposal preparation.

Sound knowledge of preparation of estimation based on client's requirement.

Rich experience in preparation of Pre-qualification application, Generation of enquiries, Preparation of estimates & proposals.

Excellent communication skill.

**AREA OF INTEREST**



Tendering / Estimation and Engineering

Business Development

**PROFESSIONAL EXPERIENCE**



**ABU DHABI, UAE** **MAR, 2017 to Till Date**

A Construction company with UAE office in Abu Dhabi which executes integrated multi-disciplinary construction projects under one umbrella, involving Civil, Mechanical, Electrical, Instrumentation, etc.

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| **Role** | **Senior Engineer – Proposal (E&I Projects)** |
| Working as a Senior | Proposal Engineer – E&I Projects |

Working on Proposals & Tendering for Construction Projects in Oil & Gas (including ADCO Projects) and Non Oil Sector

**Responsibilities**



Manage proposal development from RFP receipt to contract award.

RFQ Review and analysis, including technical and commercial requirements.

Coordinate input from other departments to develop bids responsive to customer requirements.

Establish a network of employees, consultants, and vendors who can provide support for peak capacity periods.

Prepare and analyze proposal in the light of Bill of Quantities, scope of work, construction schedule provided by client to ensure a winning proposal.

Cost estimation of the project. Schedule and report on the status of proposals in the pipeline. Develop and operate the company’s proposal knowledgebase and archival storage.

Ensure the proposals are of high quality and are prepared in a timely manner to comply with internal review requirements and customer requirements.

Enhance, develop, monitor and improve proposal processes and tools to improve quality, delivery time, and accuracy of proposals.

Keeps up-to-date with technical developments, both internal and external, as well as industry developments

**List of worked proposal**



Worked independently on price estimation of Projects. Few among them are listed below:-

Tie-in works at South East - Packages C&D.

Buhasa Wellhead Remote Monitoring & Control Implementation And Construction Of Oil Network Over Pressure Protection for CDS/RDS and wellheads.

Call Out Works Contract for ASR Gas Tie-Ins in BAB and ASAB

Flowlines and Wellhead Installations at ADNOC Onshore Fields (Package 1, 2, 3 & 4) ADNOC Onshore's Rumaitha North CO2 Project Expansion

CMEI works for Ruwais Refinery Expansion Project for Samsung Engineering MEI Work for SRU Project in Ruwai Refinery for Wison Engineering

**MUSCAT, OMAN** **Sept, 2013 to Feb, 2017**

An Engineering & Construction company with headquarter in Muscat, Oman which executes integrated multi-disciplinary construction projects under one umbrella, involving Civil, Mechanical, Electrical, Instrumentation, Elevators and Escalators, Diesel Power Generation.

**Role** **Engineer – Proposal & Estimation**



Worked as an Estimation Engineer – Electrical Projects

Worked independently on Proposals & Tendering for EPC & Erection Projects in Oil & Gas (including ADCO Projects) and Non Oil Sector including electrical Substations upto 400KV level, Power Plants, DEWA substation Projects (including substations for private companies like Meraas, Meydan, Sobha, etc.)

**Responsibilities**



Manage proposal development from RFP receipt to contract award.

RFQ Review and analysis, including technical and commercial requirements.

Coordinate input from other departments to develop bids responsive to customer requirements.

Establish a network of employees, consultants, and vendors who can provide support for peak capacity periods.

Cost estimation of the project. Schedule and report on the status of proposals in the pipeline. Develop and operate the company’s proposal knowledgebase and archival storage.

Ensure the proposals are of high quality and are prepared in a timely manner to comply with internal review requirements and customer requirements.

Enhance, develop, monitor and improve proposal processes and tools to improve quality, delivery time, and accuracy of proposals.

Keeps up-to-date with technical developments, both internal and external, as well as industry developments

**List of worked proposal**



Worked independently on price estimation of Electrical Projects. Few among them are listed below:-

Turnkey EPC Package for 132 KV La Mer Substation, Meraas LLC, Dubai, UAE

Turnkey EPC Package for 132/11 KV Substation in MOHAMMED BIN RASHID AL MAKTOUM CITY,

DISTRICT ONE

Upgradation (EPC) of 132 Kv Grid Station for Oman Electricity Transmission Company (OETC), Oman

Construction services for Yibal Khuff Project - on plot with Petroleum Development Oman (PDO) EPC Package for 132/33kkV Shinas 2 GS and Associated 132kV D/C OHL

Electrical Installation Work for Sohar IPP Project for SEPCO 3 in Oman

CMEI package for Salalah Ammonia Project for SMC Salalah Methanol Company

EPC contract for Yibal Khuf Combined Cycle Power Station (CCPS) for Petroleum Development Oman (PDO)

EPC contract for Saih Rawl Combined Cycle Power Station (CCPS) for Petroleum Development Oman (PDO)

EPC Contract for Lekhwair Combined Cycle Power Plant (CCPS) Project or Petroleum Development Oman (PDO)

**Abu Dhabi** **July, 2012 to Jan, 2013**

An Engineering & Construction company registered in the Dubai, UAE and offers wide range of services to Oil, Gas, Petrochemicals, Power and non conventional energy industry, which is an associate of Maa Kuthari Group, a fast growing UAE based business group with varied interests in Engineering, Construction, trading, Entertainment, Agriculture, Technical Training and Children education.

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| **Role** | **Engineer – Proposal & Estimation** |
| Worked as an Engineer – Proposal & Tendering |  |

Worked on Proposals & Tendering for EPC & Erection Projects in Oil & Gas and Non Oil Sector



Manage proposal development from RFP receipt to contract award.

RFQ Review and analysis, including technical and commercial requirements.

Coordinate input from other departments to develop bids responsive to customer requirements. Identify the scope of strategic alliance if any.

Establish a network of employees, consultants, and vendors who can provide support for peak capacity periods.

Cost estimation of the project. Schedule and report on the status of proposals in the pipeline. Develop and operate the company’s proposal knowledgebase and archival storage.

Ensure the proposals are of high quality and are prepared in a timely manner to comply with internal review requirements and customer requirements.

Enhance, develop, monitor and improve proposal processes and tools to improve quality, delivery time, and accuracy of proposals.

Keeps up-to-date with technical developments, both internal and external, as well as industry developments

**UB ENGINEERING LIMITED** **January, 2009 till June 2012**

UB Engineering Ltd is a part of $ 2 billion UB Conglomerate with diverse portfolios like Engineering, Aviation, Fertilizers, Distilleries, IT and Infrastructure etc.

**Role** **Sr. Engineer – Proposal (EPC Projects)**



Worked as Sr. Engineer (Electrical) in EPC Division

Worked independently on Proposals & Tendering for EPC & LSTK Projects in sectors like Power, Oil & Gas, Steel, Cement, Switchyard / Substation, etc

**Responsibilities**



Manage proposal development from RFP receipt to contract award.

RFQ Review and analysis, including technical and commercial requirements.

Coordinate input from other departments to develop bids responsive to customer requirements. Identify the scope of strategic alliance if any.

Establish a network of employees, consultants, and vendors who can provide support for peak capacity periods.

Cost estimation of the project. Schedule and report on the status of proposals in the pipeline. Develop and operate the company’s proposal knowledgebase and archival storage.

Ensure the proposals are of high quality and are prepared in a timely manner to comply with internal review requirements and customer requirements.

Enhance, develop, monitor and improve proposal processes and tools to improve quality, delivery time, and accuracy of proposals.

Keeps up-to-date with technical developments, both internal and external, as well as industry developments

**List of worked proposal**



Worked independently on price estimation of Projects. Few among them are listed below:-

Electrical Installation works for 2 x 80 Mw CPP and plate mill works at Electrosteel Ltd, Bokaro.

Electrical Installation works at 3 x 350 MW Thermal Power Plant, GMR Kamalanga Energy Ltd, Orissa for SEPCO

Structural steel works at GAIL Petrochemical Complex-II at Vijaipur (M.P) &Guna (U.P)

EPC Work for 25KLPD grain based distillery (in JV with Alfa Laval) for Nayagarh Sugar Mill, Orissa, India

EPC Work for 60KLPD grain based distillery (in JV with Alfa Laval) for M/sADS Spirits, Harayana, India

Auxillary power, Lighting & Earthing Package for New Plate Mill for Steel Authority of India Limited (SAIL) in Rourkela, on Divisible Turnkey Contract

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| **Voltamp controls (India) Pvt Ltd,** | **From June 2008 to December 2008** |
| **Testing and Development Engineer (Mumbai)** |  |
| Responsibility Includes development, testing and quality | control of Autotransformers, Voltage |

regulators, Stabilizers, etc. Tests like Insulation tests, no load Current test, Variation of output voltage test, induced voltage test, Short-circuit test, Back to back to test, etc are conducted.

**ACHIEVEMENTS**



Has played a pivotal role in price estimating as a core team member in making the bid successful and getting the contract awarded in many projects. The notable among these are listed below:

Electrical Installation works for 2 x 80 Mw CPP and plate mill works at Electrosteel Ltd, Bokaro. Electrical Installation works at 3 x 350 MW Thermal Power Plant, GMR Kamalanga Energy Ltd,

Orrissa for SEPCO

Structural steel works at GAIL Petrochemical Complex-II at Vijaipur (M.P) &Guna (U.P)

Electrical works for Package 2 of Sohar Refinery Improvement Project, Oman for Petrofac Electrical works for Package 6 of Sohar Refinery Improvement Project, Oman for Petrofac Turnkey EPC Package for 132 KV La Mer Substation, Meraas LLC, Dubai, UAE

Upgradation (EPC) of 132 Kv Grid Station for Oman Electricity Transmission Company (OETC), Oman

EPC of 60 MW Saih Rawl Combined Cycle Power Station (CCPS) for Petroleum Development Oman (PDO)

Electrical Installation Work for Sohar IPP Project for SEPCO 3 in Oman

**TRAINING PROGRAMS ATTENDED**



Developing Interpersonal skills

Supply Chain Management

**SOFTWARE SKILLS**



Completed **PROFESSIONAL IN ELECTRICAL CAD** from CADD CENTRE, Panvel Branch.

**Software covered:**

**AutoCAD 2006**

*Sketching, Creating & managing layers, running scripts, creating compound documents with OLE and External reference, Layout Management, Exporting AutoCAD object*

**PC Schematic El Automation**

*Drafting, Documentation, Design Check, Create cable plan, Create terminal plan, Create PLC Project*

* *PLC Diagram, Create ground plan*

**Microsoft Project**

*To schedule plan & control, Network analysis- CPM, PERT, PDM, to prepare Work Breakdown Structure, Resource planning and cost estimation ,Earned Value Analysis ,Scheduling in multiple project*

**EDUCATIONAL QUALIFICATION**

BE Electrical (*affiliated with Mumbai University*) AC Patil college of engineering, Kharghar, Navi Mumbai

MBA – Operation Management (*affiliated with Southern New Hampshire University, USA*) Institute of Technology and Management, Navi Mumbai



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| **Proficiency in Languages.** |  |  |
| English, Hindi, Malayalam and Marathi - read, write and speak |  |  |
| **Place**: Abu Dhabi |  |  |
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