
Career Summary

Innovative, Calculated Risk taking with eventual risk mitigating actions to convert it to Opportunities, Entrepreneurial, Outperforming, Self-made, Confident and a First Class Mechanical Engineer with **24 Years** of work experience with reputed Indian and MNC's in Project Planning & implementation, Engineering, Sourcing, Techno-commercial/ Contract Management as well as Relationship Management.

Comprehensive experience in Sourcing, Engineering and Manufacture of the products viz, Hydro mechanical equipments, Power plant equipment, Steel plant equipment, Infrastructure development, Port machinery etc.

New Project development related to Power (Renewable energy : Hydro, Solar, Biomass), Steel and SEZ. New Product launch and indigenisation support to international corporate companies.

Investment advisory and Devil Advocate support for Financial Institutions for Hydro and Solar Power Projects based on DPRs with due emphasis for the technology and techno-commercial evaluations vis-a-vis accelerated depreciation benefits for the sustainability, viability and profitability of project and to ensure the tariff.

Goal

To contribute to the Industry, while acquiring new, good technology and dynamic business practices for the team improvement to run an efficient Business Unit in the corporate world with global mobility and acceptability while nurturing / pursuing my entrepreneurial skills for the benefits of organization. Due to varied functional experience, have a vision to lead one of the business units with professionalism while creating pool of talented professionals for better tomorrow while delivering the best of today with social responsibility with due time and respect to family.

Specialities / Key expertise

- Technology acquisition and adoption with niche / Turnaround management skills.
- Multi culture work culture, Multitasking abilities with varied functions (Engineering, Tendering and Cost estimation, Subcontracting and Project Management),
- Hobby of Meeting the Milestones persistently,
- New Technology absorption and transfer capabilities vis-à-vis techno-commercial viabilities,
- Preparation of proposals (ICB) with technical acumen with national and international Sourcing abilities with adequate taxation, import n export knowledge.
- Investment proposals with business plan for new power projects related to Solar, Hydro power.
- Renewable energy project development and product supply support in India.
- Investment Advisory support for Hydro and Solar power projects along with Project financing support.
- Water treatment and other infrastructure project development,
- New business plan preparation and implementation / launch of new engineering products
- Business development for Indian Market support for Domestic and International companies.

Core Competencies

Project Planning & Implementation

- ✓ Supervising project activities entailing quantity estimates, design calculations, manufacturing drawings, technical specifications and final implementation of projects.
- ✓ Finalization of requirements and specifications in coordination with clients and liaising with vendors for the procurement of necessary project items.
- ✓ Monitoring project progress from design, manufacture, and erection/commission ensuring compliance to the quality norms.

Techno-commercial operations (Pre-sales)

- ✓ Preparing technical & commercial enquiries along with handling tender/ contract / billing related formalities & documentation.
- ✓ Preparation of technical specifications & scope and deliverables, estimates, targeted billing schedules / layout – control drawings, and evaluation of quotes and placement of orders
- ✓ Interpretation of contractual obligations & rights and evaluation of Technical / Financial problems, estimations and techno-commercial evaluation of budget proposals.

Marketing/ Business Development

- ✓ Territory mapping & market segmentation to identify new customer groups to market various products & increase market share.
- ✓ Exploring and developing new clients and negotiating with them for securing profitable business
- ✓ Maintaining cordial relations with clients for repeat and referral business

Project Engineering

- ✓ Involved in designing detail fabrication drawings for various equipments.
- ✓ Preparation of detailed technical specifications for procurement with an emphasis on EPC and turnkey execution.
- ✓ Providing technical support to the marketing and engineering team
- ✓ Leading, training and mentoring team members ensuring optimum performance

Organisational Details

Director and Chairman of KK NESAR PROJECTS PRIVATE LIMITED (From Oct 2006)

- Established KK NESAR PROJECT PRIVATE LIMITED to Pursue and nurture Entrepreneurial skills while executing the Projects as LEAD with Associates viz manufacturing, Infrastructure (Civil), Project management Support to Associates, Small & Medium Enterprises(SMEs) in the field of Power, Steel, Cement and Oil auxiliaries.
- Renewable energy project development and product supply support in India.
- Investment Advisory support for Hydro and Solar power projects along with Project financing support.
- Water treatment and other infrastructure project development,
- New business plan preparation and implementation / launch of new engineering products
- Business development for Indian Market support for Domestic and International companies including tendering and cost estimation support.
- Steel plant implementation support including coal mining acquisition.
- Steel plant equipment supply support
- Cement plant and thermal plant equipment supply support.
- Oil and gas equipment supply support Engineering services
- Plant Engineering services
- Investment Advisory support for Hydro and Solar power projects along with Project financing support.

ALSTOM PROJECTS INDIA LTD (FROM DEC 2001 TO JUNE 2004 AS HEAD OF WATER BUSINESS DEPT & FROM JUNE 2004 TO SEPT 2006 AS IMPLEMENTATION MANAGER / PROJECT DIRECTOR)

- Business plan implementation to launch HME and Spearheading implementation activities to manufacture Hydro Turbines, Generators and Hydro Mechanical equipments for Indian and overseas Hydro Power Plants including Infrastructure development.
- Heading the CAPEX management for 15 MEuro to implement Business Plan to make Vaodara Plant as a Global Hub for Engineering and Manufacturing of Hydro Power plant equipments.
- Involved in executing projects involving design and detailing of fabrication drawings pertaining to Hydro-mechanical Equipments with the technical know-how and engineering drawings of ALSTOM Power Portugal.
- Led project of following projects;
 - Supply & Project Management of Gates and hoists at Owen falls, Uganda (1MEuro)
 - Project manager of Omkareshwar HME(22 MEuro) and **Project Director** of NamNgum, LAOS, HME.
 - Radial [20m x 17.64m] + Vertical gates with hoist Hyd at Maheshwar, India
 - Preparation of proposal for HME for Tuirial, India, Bakun, Malaysia, Nam Theun2, Laos, Beni Haroun Algeira.
 - Proposal for Hydro-mechanical equipments for Omkareshwar, India, Merowe, Sudan, Bostanj, Slovenia, Hakkari, Turkey, Illarion, Greece, Kenyir, Malaysia, Siah Bishe, Iran, Odelocua, Portugal

Shiva Consultants as Technical Director (From Nov 2000 to Dec 2001)

- Executed the following projects as Engineering Consultant:
 - Intake gate (4.75 m x 6.0 m) with 65 T Hoist for Doyang, Nagaland

- Intake gate with hoist for Doyang, Draft tube gate with 15 T Hoist for Ranganadi, SFT gate with 35 T Hyd hoist, Liners, Bonnet covers for Rangit, Draft tube gate with 25 T EOT Crane for Rangit, DT gate with 25 T Gantry Crane for WYC, SFT, Stoplogs, DT gates with Cranes for Larji
- Proposal for Intake structure, Penstock, DT gate for Khopoli, Proposal for Hydro-mechanical equipments for Omkareshwar, Proposal for Intake str & Hydro-mechanical for Salar & Bhanubhura, Bihar Mini Hydro-projects, Proposal for Sardar Sarovar HM equipments for Vindychal & Sambal, Kambang & Sippi

Apr' 1995- Nov' 2000 with Indomag Steel Technology Ltd (SMS Demag India, German MNC) as Deputy Manager

- Successfully managed marketing and Technical co-operations for executing projects, Design and detailing of fabrication drawings pertaining to Steel Plant Equipments
- Steered the following projects;
 - Hot Metal Desulphurisation Plant and other Steel Melt Shop equipments for Jindal Vijayanagar steel plant, Temperature & sample lance equipment and Chimney (60m ht) for fume extraction for ladle heating furnace for Vizag Steel Plant
 - RH Degasser Technology absorption and transfer for 130 Ton Bhilai RH, Rectification of Temperature and sample lance equipment for TISCO Jamshedpur, Ladles & ladle transfer cars for Kudremukh Iron (KISCO) Plant
- Prepared quantity estimates and technical specifications(exhaustive) / layout drawings for Secondary steel refining equipments (e.g Vaccum and RH Degassers) various clients like Vardhaman Special steels, Sunflag Iron & Steel Co, Bokaro Steel Plant, Nilanchal Ispat Nigam Ltd etc

Apr' 1988-Mar' 1995 with Tungabhadra Steel Products Ltd (PSU) as Engineer

- Accountable for the business development for Steel plant equipments at Hyderabad including design of fabrication drawings pertaining to Cranes, Rope drum hoists and Hydraulics mechanical equipments
- Handled projects to name a few;
 - Penstock gate(4.136mx8.260m) + Stoplogs for Bargi (M.P), Hydraulic Hoist (55 T cap) for Bargi (M.P), 30 T Rope Drum hoist for Thoubal (Manipur), 25 T Gantry Crane for Thoubal (Manipur), Penstocks (ø5250 m – 3 x 245 mtr tunnel liners) for Lower periyar (Kerala), 50 T Gantry Crane for Chamera (Himachal), 20 MT moving hoist for Tanakpur,U.P
 - Malpe Harbour Slipway machinery with advise from Cochin Port Trust authority.

Training / Seminars

Attended various training programs like;

- Design (CAD) & manufacturing aspects of Material Handling Equipments (Crane) conducted by Japan International Co - operation Agency (JICA) at Kyushu International Center, Kitakyushu City, JAPAN
- Computer aided Design & Drafting - CADD" conducted by TATA UNISYS Ltd., Hyderabad
- CADD (ANSYS) conducted by Engineering staff college of India, Hyderabad
- International Seminar on Low residual steels at Tata Nagar.
- Conveyer Technology" sponsored by Bureau of Public Enterprises conducted at Neyveli Lignite Corporation

Papers published

Published a paper on "Semiautomatic Lifting Beam" required for the operation of Hydraulic gates, at the seminar for in-house training conducted by M/s TSPL on 23rd May 1992.

Academia

1986 Degree in Mechanical Engineering from Gulbarga University, Karnataka,

*Distinction of receiving Visalakshmi Amma Memorial Gold Medal for ranking first to the college in BE
Member of Institute of Engineers India (MIE)*

VISA : Having business category (B1/B2) VISA to USA valid till year 2016

Month / Year of Birth : Dec / 1965