

Vikram Kumar

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CAREER OBJECTIVE

To take up a challenging position in a Professional Organization having a pleasant work environment, where I can be a formidable force in the development of the Organization and work with full enthusiasm, dedication &

PROFESSIONAL SYNOPSIS

determination, there by gaining optimum satisfaction through my performance.

- ❖ **B.E. (Mechanical Engineer)** Professional with over 2.5+ years of experience in power plant, process plants and its auxiliaries' services with history of significant and customer satisfaction achievements which illustrate the ability to analyze, organize, and manage challenging projects that promote growth through individual and product achievement.
- ❖ Seasoned professional seeking middle level job to utilize my technical skills, functional experience, soft skills and attain organizational goals.
- ❖ Proficiency in assessing as well as recognizing, respecting & nurturing the creative potential of each resource using different sources of evidence and responding to all queries in a spontaneous manner.
- ❖ Focused, self-motivated and team oriented effective team player with excellent communication and inter-personal skills.

AREA OF EXPERTISE

- ❖ Tendering and Commercial, Business Development, International Business, Leadership, Planning, Competitive Analysis, Project Management, Decision making, Team work, Marketing, Bid Management, Site Coordination, Good written and Oral communication skills.

Work Experience

- ❖ **Organization** : M/s ROTODYNE Engineering Services Pvt. Ltd.
- ❖ **Current Position:** Engineer
- ❖ **Duration** : 17 June 2017 to Present.
- ❖ **Company Profile:** M/s ROTODYNE Engineering Services Pvt. Ltd. is a company established in 1998 to provide dedicated services to Power Plants & Process Plants like Design, Engineering, Procurement, Erection & Commissioning, Operation & Maintenance, Overhauling, Renovation & Modernization, Refurbishment, Troubleshooting, Manufacturing of Spare Parts, Repairs of Power Plants and Process Industries, Aerospace, Defence and Training.

Current Job profile/role:

Tendering and Commercial, Business Development, customer relations, Proposals, Project Management, Marketing, Technical Presentation, Request for Proposals (RFPs) and Quotation (RFQ) etc.

Tendering and Commercial job responsibilities

- ❖ Estimate preparation and suitable price will be quoted based on the previous offers/ orders submitted, tender comparative statement, the rates quoted with suitable escalation in consent from management commercial team.
- ❖ Submitting Tenders / Bids by different mode of the Documents (General/Technical/Commercial). For some specific customers offers will be submitted through their e-procurement portals.
- ❖ Manage and monitor client clarification issue and request, pre and post submission and maintain close liaison with estimating and commercial departments
- ❖ Project reports, presentations, organize meeting and capture MOM.
- ❖ Arrange back up quotations from vendors, analysis of the quotation and negotiation with them to come out with proposal.
- ❖ Managing post tender clarification process in conjunction with commercial, finance departments and senior management.

- ❖ Assist departments with all documents support, Liaison for Vendor Registration, Approvals and Renewal and Submitting documents for getting new registration as approved vendor.
- ❖ Selecting Tender from E-tendering portals, RFQ's, offline market and the leading newspapers & websites.
- ❖ Verifying and understanding all the specifications with respect to correction & incomplete data. If required deputation of engineers to site for taking equipment details, functions, process flow, historical data, documents, and drawings from the client.
- ❖ Site visit / Coordinating with clients/ associate partners to get the complete details of the project by attending the tender opening and pre-bid meeting when required.
- ❖ Assisting project scoping, resource planning, schedule and estimations, reviews and validations, project execution, tracking and monitoring, costing and order management

Business Development

- ❖ Identification of Business Opportunities in Power/ Process/ Metal/ Oil & Gas/ Utilities Services.
- ❖ Developed potential opportunities for services in both existing & upcoming projects by market scan; viz web, power line and other interactions.
- ❖ Strengthening Customer Relationships, Building Strong Brands, Communicating Value to Customers
- ❖ Promotion and marketing of power plant services, various spare parts as connected to the power plant equipment and specialized products in tune with customer requirements.
- ❖ Developing business in Operation & Maintenance, Erection & Commissioning, Overhauling, Repairs, Refurbishment of Power, Fertilizers, Refineries, Oil, Cement, Chemical, Steel Plant equipments and Spares manufacturing.
- ❖ Managed and anticipated Expression of Interest, Consortium Agreements and Tie-ups with potential OEM's, EPC and Services companies for various projects.

Current Overseas Project responsibilities

PROJECT NAME: Complete Refurbishment & Overhauling of Power Plant of U# 7*84.65 MW.

- ❖ Successfully deployed inspection team at Site.
- ❖ Coordinating Inspection team from HO.
- ❖ Attending weekly & Monthly Meeting with Management & Site issues analysis.
- ❖ Manpower Planning & Report analysis.
- ❖ Coordinating with Logistic and procurement team to supply spare parts at Site.
- ❖ Coordinating with Gulf Visa Services & regular follow up with Embassy for Visa.
- ❖ Estimate preparation, Tender submission & Tender follow up.
- ❖ Identification of Business Opportunities in other areas.
- ❖ Client Relationship management, Leading and developing full scale of project plans and executions Communicating intensively with clients, sub-contractors and vendor to establish cordial/effective working managing all aspects of project execution.
- ❖ Follow up with various agencies for timely completion Job.

Achievements:

A. Major projects handled from Marketing to execution stage

1. Manufacturing and Erection, Testing, Commissioning of Pump house consisting of Metallic volute pumps with synchronous motors and other accessories, supply of spares of Electro Mechanical and Hydro Mechanical jobs at Ramagundam.
2. Complete Refurbishment & Overhauling of Power Plant U# 7*84.65 MW at South Africa.
3. Spares supply of 78.5 MW Power Plant at Bangladesh.

B. Certification

1. International Organization for Standardization (ISO) - Successfully completed renewal ISO audit (ISO 9001:2015)
2. The National Small Industries Corporation Limited) NSIC-Successfully completed renewal of NSIC Certificate.

Academic Credentials

✦ **Bachelor of Engineering**, Mechanical Engineering in June-2017 from Trinity institute of technology & Research, BHOPAL (M.P), and affiliated to **Rajiv Gandhi Proudhyogiki, Vishwavidyalaya, Bhopal.**

Other Programs

- ✦ Academic Program - Industrial visit – Client [Eicher Tractor Corporation of India Private Ltd. Mandideep/HEG Ltd. Mandideep].
- ✦ Industrial Training Gear Manufacturing Division – Client [Bharat heavy electrical limited, Bhopal]
- ✦ Certificate in Computer Application – Client [Words technology, Patna].

Soft Skills and Strength

COMPUTER PROFICIENCY	STRENGTH
<ul style="list-style-type: none">✦ Well-versed with MS-Office 2007, 2013 and Windows 7, 8.1.✦ Knowledge of Internet, Search.✦ Well versed with concept of MS Word, Excel, PDF, PPT, Adobe, and good knowledge of document convert in different formats.✦ Worked on different tender platforms SRM/ SAP along with java and basic settings.	<ul style="list-style-type: none">✦ Disciplined, Systematic and Mature.✦ Proactive and Optimistic.✦ Good listener, Keen Learner and Observer.✦ Quick Adaptability to the Work Environment.

Personal Details

- ✦ **Father's name** : Mr. Nawal Kishore
- ✦ **Date of Birth** : Singh. 10 May 1995
- ✦ **Marital Status** : Single.
- ✦ **Nationality** : Indian.
- ✦ **Languages Known** : English, Hindi.
- ✦ **Permanent Address:** Fatehpur, Rajala, Kudhani, Muzaffarpur, Bihar, India - 844120.

(Vikram Kumar)