



GANESH GANGADHARAN

Manama, Kingdom of Bahrain

MOB: 00973 33482103, Email: ganesh.gangadharan91@gmail.com

AREA OF EXPERTISE

Cost Estimation

Tendering

Procurement

Vendor Management

Retail Furnishing

Joinery & Fit outs

BOQ preparation

Project Planning

Project Management

QUALIFICATION

BE – Mechanical Engineering,
Anna University – India

PERSONAL SKILLS

Strong Analytical skills

Customer/Client focus

Problem solving/Analysis

Negotiation expert/Vendor
development

Corporate communication

Influencing within cross functional
teams

Data Analysis

PERSONAL DETAILS

DOB: 30th May 1991

Driving License: Bahrain/India/UAE

Nationality: Indian

Result orientated Estimation Engineer with 8 years of progressive experience in detailed technical submissions based on accurate cost estimates. Committed to providing accurate cost projections, meeting tight deadlines and delivering superior performance. Ability to maintain multiple running project calculations and adjust work planning and pacing to meet changing customer budgetary requirements. Qualified, resourceful individual with extensive experience in Joinery and interior fit outs in retail/commercial segments.

CAREER PROGRESSION

- Havelock One Interiors - Bahrain** **July 2018 – May 2020**
Estimator – Retail Furnishing

Havelock One is as a leading turnkey fit-out service provider in the Middle East, specializing in interior contracting and the manufacturing of bespoke joinery, metal works and sophisticated shop-fittings. Apart from Bahrain, they currently operate in Kingdom of Saudi Arabia, Kuwait, Qatar and the United Arab Emirates.

Job Responsibility

- Responsible for estimating the costs of large and medium tenders, evaluating the tender documents, supporting in the development of estimation models etc.
- Received contract enquiries, established suitability within the business, updated and completed the necessary databases in line with the Company's quality assurance (QA) procedures.
- Review enquiries in detail, including the conditions of the contract, specifications, drawings and bill of materials etc., in order to identify opportunities, risks, strategic tenders and a suitable pricing policy.
- Follow through on enquiries from potential clients and help resolve issues, thereby increasing the accuracy of quotes.
- Liaised with internal stakeholders to develop the overall strategy for the tender in hand and, upon requirement, visit the client to gain a solid appreciation of the client's requirements.
- Sending out enquiries to the supply chain, ensuring that best prices are received by selecting the most suitable suppliers based on project requirements and selection criteria.
- Liaise and request support from other individuals in the organization to produce programmes and quality submissions as dictated by the enquiry.
- Regeneration of BOQ's with Havelock standard and various value Engineering.

Major Clients handled

- Bahrain, Abu Dhabi, Doha & Dubai Airport Duty Free.**
- Popular Retail giants like Starbucks, Bath & Body, American Eagles, Debenhams etc.**

Major achievements in the current role

- Won the tender for Dubai, Abu Dhabi & Bahrain duty – Perimeter & gondola units of various top brands.
- Successfully completed 63 numbers of retail tendering within this short period of time – Success ratio 32 %.
- Secured sizeable projects worth USD 2.7 ML.

GHUZLAN EMIRATES FURNITURE & DÉCOR LLC – Abu Dhabi (UAE)

Jan 2015 – May 2018

Estimation Engineer – Commercial/Business Development

Ghuzlan specializes in modern and sophisticated furnishings, fit-out, joinery, kitchen, metal, Gypsum & special finishes. Specialized in mass manufacturing of custom designed case goods and upholstery for retail/commercial projects.

Key Responsibilities

- Compare shop drawings and tender drawings to identify variations for awarded projects, submit variation claims and coordinate with the design and project managers for the same
- Ensured soundness of estimates for commercial projects.
- Prepared work to be estimated by gathering proposals, blueprints, specifications, and related documents.
- Computed costs by analyzing labor, material and time requirements.
- Preparation of quotes for submission with full qualifications, conditions, exclusion etc.
- Calculated all sub-contractor and indirect project costs.
- Resolved discrepancies by collecting and analyzing information.
- Prepared special reports by collecting, analyzing and summarizing information and trends.
- Prepared technical proposals in collaboration with other relevant departments.
- Maintained cost database by entering and back-filling data.
- Maintained technical knowledge by accomplishing related results as needed.
- Contributed to team effort by accomplishing related results as needed

Major Clients handled

- Ministry of Presidential Affairs (UAE)
- Damac Properties - Ghatoot, Arabtec & Azizi etc.

Major Achievements

- Participated and won bidding of Damac Properties.
- Gained knowledge of Production (Joinery) and installation (Joinery & fit-out) procedures.
- Projects handled valuing to USD 38.1 ML.

Sobha Limited – Interiors Division

July 2012 – Dec 2014

Executive Engineer/Team Lead – Contracts & Business Development

Sobha Limited is an Indian multinational real estate developer headquartered in Bangalore, India which works in the business of construction, development, sale and management of housing and commercial properties. They also have manufacturing facilities for glazing & metal works, Interiors & furnishings and concrete products.

Key responsibilities

- Estimated cost and preparing BOQ for all types of paneling works, loose furniture, doors etc. related to wood works in line with the shop floor drawings.
- Released job orders, planned schedules of materials and labor for production.
- Raising purchase requisitions for procuring materials required for completion of projects as per the estimated quantity and pricing.

- Create relationships with booked clients to generate incremental business through referrals.
- Conduct regular project review meetings with clients.
- Frequently visited sites to gather information on materials and labor requirements.
- Read GFC drawings and technical documents in order to calculate quantities and estimates.
- Used ERP/Excel to calculate quantities and analyzing the rates.
- Coordination with Engineers, architects and contractors on estimates.
- Preparing monthly valuation as per site progress.
- Notify/submit variations in tender scope if any and submit for approval.
- Responsible for review and negotiations of quotations received from suppliers/sub-contractors.

Major Clients handled

- **Infosys Ltd., Bosch India Ltd, HP India – Residential and Commercial projects**

Major Achievements

- Worked on projects valuing to USD 2.8 BL (INR 108 Cr.)
- Increased annual turnover from Infosys Ltd from 30% to 43% in a year's time.
- Winner of "Commitment Award 2013" from Sobha Group.

EDUCATION BACKGROUND

- **Bachelor of Technology in Mechanical Engineering** May 2012
Pavai Engineering College – Namakkal, India.
- **Higher Secondary Education** Mar 2008
Iringannur Higher Secondary School - Calicut, India.
- **Secondary School Leaving Certificate** Mar 2006
Govt. Higher Secondary School Chorode – Calicut, India.

JOB EXPERTISE

- Excellent hands on management & communications skills.
- Project Management and operations.
- Process improvements - Cost reductions & containment.
- Able to communicate and present confidently, clearly and expressively.
- Accustomed to working with Top Management.
- Able to think laterally to create options and solutions.
- Skilled negotiator, with proven experience in a commercial environment.
- Market/product knowledge.
- Superior interpersonal/presentation skills.
- Able to multi-task in fast paced environments.
- **Computer skills – AutoCAD, Pro-E, MS Office, R-Construct, Epicor (SAP)**

REFERENCES

Mr. Stewart Tankard – Estimation Manager, Havelock One Interiors – Ph: +973 32224578
Mr. Vijay Raj - Estimation Manager, Ghuzlan Emirates & Furniture Decor LLC - Ph: +971 0506943654
Mr. Harish Babu - CEO, Sobha Limited - Ph: +91 9900031099