

LOKESH PATHAK

Thales Bahrain Harbor Tower West	Nationality: Titles held:	Indian IPMO, Prince2, PMP
14 th Floor, Bahrain Financial Harbour 5 th Settlement Manama, Bahrain Mobile phone: +973 - 3884 3961	Date of birth: Marital status: Driving licence: Email: pathaklokesh2003@yahoo.co.in	15/07/1982 Married Yes

CAREER FOCUS/

SUMMARY:

I am a highly motivated, versatile and focused Contracts & Project Management Expert who recognizes that high productivity and excellent results are only achieved through a knowledgeable and motivated team. I have built a portfolio of transferable technical and interpersonal skills through a series of assignments with world's leading companies and am now very keen to further expand my skill set and progress in the next stage of my career.

I have nearly 14 years' experience in driving value-added results, optimizing operational execution and supporting the business to improve their P&L. Well versed in Total cost of Ownership (TCO) approach, Skilled in Project Management, Operations management, cost analysis, procurement & supply chain, negotiation, contracts management and team management to help driving sustainable profits.

I am therefore actively looking for a new opportunity that will enable me to use my skills, experience and aptitude, as well as my enthusiasm and dedicated approach, to make a significant contribution to a successful organization that will give direct benefits to its technical operations and business strategy as well as its clients.

MAJOR

ACHIEVEMENTS:

- Received IPMO Practitioner Certificate of Excellence from Association of International Project Management Officers (AIPMO)
- Certified Project Management Professional (PMP) from Project Management Institute (PMI), USA
- Qualified PRINCE2® Practitioner certification from AXELOS, United Kingdom, Associate Member of RICS
- Certification in Forensic Delay Analysis from College of Contract Management, United Kingdom
- "Certified Professional Paralegal"
- "Certified M&A (Merger & Acquisition) Professional"
- "Certified Labor Laws & Employment Compliance Practitioner"
- Received Advanced Certification in Intellectual Property Rights (IPRs) from IALM
- Qualified Expert level "Master Certification in Corporate Contracts" from Indian Academy of Law & Management (IALM)
- Certified Internal Auditor for ISO 9001: 2008 QMS, ISO 14001:2004 EMS & ISO 18001:2007 OHSAS
- Certified Six Sigma Green & Black Belt Professional
- Member of National Contract Management Association (NCMA) & Project Management Institute (PMI). Received Certification in "Corporate Communications" from NMIMS, India.
- Successfully performed the "Project Closeout" of Saudi Kayan – Utility and offsite Project. Received the "Certificate of Appreciation" from SABIC Management for significant contribution in achieving the First Fire of the Saudi Kayan complex, 10 days ahead of schedule.
- Successfully faced SABIC Corporate, E&PM & Finance audits on behalf of Saudi Kayan U&O Project PM Team with nil major NCR.
- Qualified the "Management Leadership Program" (MLP) as per the "Corporate Leadership Policy" of Larsen & Toubro Limited, India.

- International Fitness Alliance (IFA-United Kingdom) certified Level 2 Fitness Instructor, received Level 3 certification in Nutrition for Physical Activity
- Continued focus on my technical development by undertaking highly regarded technical training and certifications e.g. Primavera (P6) and MS Project.
- Significant interventions in critical areas of the project life cycle, notably Contracts, Planning, monitoring, implementation, Project controls and Close out with relevant commercial experience.
- Proven strategic and operational understanding of the Project Management, Contracts Management and Electrical & Instrumentation engineering environment with an ability to present technical subjects in a style that focuses on business objectives.
- Ability to work under pressure with consistent delivery of my objectives even when under the most stringent deadlines.
- Determination to succeed when working individually as well as being an outgoing, personable and supportive team player.
- Use of a range of influencing and communication skills to work positively with a wide cross section of people while focusing on project objectives and business targets.
- Excellent academic track record with notable achievements and recognition during my BTech studies for consistently ranking in the top three places.

ACADEMIC PUBLICATIONS:

- Authored book titled “Management of Projects, Contracts & Claims”, published by Lambert Publications in year 2016, ISBN : 978-3-659-92643-3

QUALIFICATIONS:

(2019-21)	LLM in Laws (University of South Wales, United Kingdom)
(2015)	MBA in Project Management (National Institute of Business & Management NIBM, Chennai, India)
(2006)	M.TECH. in Construction Technology & Management (Indian Institute of Technology (IIT), Madras, India)
(2004)	B.TECH. in Electrical Engineering (Z.H.C.E.T, Aligarh Muslim University, India)
(2000)	Diploma in Electrical Engineering (University Polytechnic, Aligarh Muslim University, India)

SKILLS:

- EPC Project Planning & Controls: Planning & Scheduling, Monitoring & Controlling, Costing & Claims Management, MIS Reporting, Client & Vendor Management.
- Experience with Corporate Matters, including drafting of Agreements, Contracts & negotiations
- Excellent Communication, Interpersonal, Relation and Planning skills.

IT SKILLS:

Languages:	C++
Software:	D-Cube Contracting, Primavera P6, Microsoft Project (MSP), Electrical Transient Analyzer Program (ETAP), Microsoft Office, Visual Basic, Stroboscope, MATLAB and Supervisory Control & Data Acquisition Systems (SCADA).

LANGUAGES:	English, Hindi and Urdu
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EXPERIENCE:

(Oct 18 – till date)	<i>Subcontracts Manager/Contracts Administrator</i>
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Thales

Bahrain International Airport Project, Manama, Bahrain

Reports to Contracts Head & GPM (General Projects Manager) on routine basis and Legal and Contracts Head (Region: Middle East & Africa) on periodic basis.

Undertaking the communications with Client/Main Contractor, Subcontracts Management, Change Management, EOT and Claim management activities.

Lusail Rails Transit Project (LRT), Lusail City, Qatar

Reported to VP GPM (General Projects Manager) on routine basis and Legal and Contracts Head (Region: Middle East & Africa) on periodic basis.

In charge of subcontracts & procurement activities for Lusail Rails Transit Project (LRT) for the delivery of multi-million dollars project with more than 30 stations (Underground & At-Grade). The Main scope is to deliver an integrated solution covering the Traffic Supervision, Communications and Security systems, CCTV, Automatic fare collection, Fire detection system and Maintenance System (SCADA and IT IBM software).

Successfully managed a team of Contracts administrators and Quantity Surveyors. Collaborated closely with the Regional Family Buyers for Civil & E&I installation, CCTV and FDS areas.

Pre Award / Bid activities

Collaborating with the stakeholders (Project, Planning, Finance, QHSE/Installation, defining the needs and coordinating with Procurement department for determining the strategy, market studies, panel of suppliers, Invitation to Tender, techno-commercial clarifications, negotiating & concluding the contractual and financial terms including bonds. Formalizing the commercial agreement and defining the Terms and Conditions of the Contract along with its exhibits/schedules.

Post Award / Acquisition Activities

Awarding the contract/PO, Implement & Administer the contract through Kick-Off and regular meetings, address the letters/correspondences related to contractual and project performance matters, ensuring supplier and subcontractors performances (KPIs), Subcontractors & Stakeholders management, Change Management, Interim Payment Certifications (re-measurable, LSTK, Cost+, consultancy agreements & and manpower contracts), administer the variations & claims/back-charges, resolutions of disputes, final settlements and Closeout.

(Sept 13 – Oct 18)

General Manager - Contracts & Projects

Lucky Group of Companies, India, Africa, East Asia & Middle East

Responsible for monitoring of all the projects under execution involving visit to Project Sites. Coordinating with all project leaders through a dedicated team. Management of Project KOMs, Client Presentations, Invoicing Systems and Cash Flows.

Coordinated with Legal attorneys for formulation of contracts and project guidelines suiting the applicable laws of respective countries across the globe e.g. UAE, Russia, Tanzania, Ethiopia, Ivory Coast, Ghana etc. Advised the Tendering team accordingly.

Responsible for implementation of ISO 9001 & 14001 for the company and representing the company during periodical audits and renewal process in the capacity of internal EMS Auditor.

Responsible for approval of funds for global projects financed under EXIM Bank “Line of Credit”, involving submission of Project Reports, Progress Reports, Presentations, maintaining Cash Flows and arrange approvals on Project Financial Closeout.

Successfully executed projects worth more than USD 500 Million. Some Major completed Projects were:

- Contract with Rural Energy Agency (REA) for the Supply and Installation of Electrical Distribution Networks in Rural Areas of Tanzania (Africa): USD 19.5 Million
- Contract with Ministry of Fishery-Ghana for Infrastructure and Installation of Turnkey Fish processing Plant in Ghana (Africa): USD 10 Million
- Contract with Ministry of Education & Sports, Uganda for the supply & installation of Furniture for schools: USD 5.0 Mn.
- Contract with MSD, Tanzania for the supply of Hospital, Medical and Laboratory Equipment: USD 2.0 Mn
- Contract for 2.2 MW Cogeneration Plant with GOLDEN LACE COMPANY LTD., Myanmar: USD 2.0 Mn
- Contract with Government of Maritime & Fishery of Senegal for Construction of 19 Cold Storages & 15 Fish & Fruits/Vegetable storage plants in different regions of Senegal (Phase I & II) : USD 50.0 Million
- Rice Development Project with National Rice Development Office (ONDR) at Cote de’ Ivorie (Africa) for the supply and construction of 30 Rice Mills across the country: USD 29.6 Million
- Contract with L’Agence Sénégalaise d’Electrification Rurale (ASER) for the Supply and Installation of Electrical Network in different Regions of Senegal (Africa): USD 27.0 Million
- Contract with Ministry of Agriculture & Rural Equipment of Senegal for Supply & Installation of Agriculture (Cultivation & Post-Harvest) & Earth Moving Facility: USD 23.4 Million
- Contract with Ministry of Environment & Energy, Maldives for establishment of Water Supply & Reverse Osmosis Plant in Adh. Dhagethi, Maldives: USD 10 Million
- Contract with Government of Laos-PDR for rehabilitation of Pump Houses & Pontoons including construction of new Canals and Pump Houses : USD 8 Million
- UNDP Contract for Supply and Installation of LT Electrical Network in villages of Senegal Lot 1 & 4: USD 7.0 Million
- Contract with Electricity Supply Corporation of Malawi (ESSP) for Supply & Installation of 33/11 KV Distribution Lines (Lot 2) : USD 3.5 Millions
- Contract with Energy Development Corporation Limited (EDCL) for Supply & Installation of Electrical LV/MV Lines and Service connections in Northern Province of Rwanda: USD 6 Million
- Project for “Increased Access to Electricity Services Project (IAES)” with Zambia Electricity Supply Corporation (ZESCO), Zambia: USD 1.5 Mn
- Supply, Installation, Operation & Maintenance of 1.0 Kilo Ton Tea Processing Plant at Gambella, Ethiopia: USD 5.0 Mn
- Contract with FICOBAS for the supply & erection of Coir Processing Plant at Grand Bassam, Ivory Coast: USD 1.5 Mn
- Regular Contract for supply of Spares for Myanmar Railways, Ministry of Transports & Communications of Myanmar: USD 10.0 Mn Annually
- Contract for the supply & installation of Medical Equipment for renovation & expansion of Donka Hospital with Ministry of Health, Conakry-Republic of Guinea: USD 5.0 Mn
- Fishery Sector Support Project with Ministry of Fisheries of Republic of Angola for supply of Fish Processing Chambers: USD 1.0 Mn.

- BOT Contract (25 Years) with Solar Energy Corporation of India (SECI) Limited for Implementation of 4MW Grid connected Roof Top Solar PV System scheme for Government Buildings in different States/Union Territories in India

(Sept 12 – June 13)

Contracts Specialist

SABIC Engineering & Project Management (EPM) Division, Saudi Arabia

The work Profile at SABIC EPM included:

- Conceptualization, Development & Implementation of “Strategic Alliance Contract (SAC)” model to execute Long term contract with prospective Strategic Alliance Companies (SAC) to deliver engineering / project services and build necessary capabilities for SABIC Affiliates.
- Advising, negotiating and drafting Contracts, on the aspects of Oil & Gas and Construction, including negotiating the FIDIC form of Contracts, EPC & EPCM contracts;
- Negotiate, review and draft terms & conditions (indemnities, choice of law, dispute resolution, limitations of liability, insurance, Performance, Consequential Damages, Liquidated Damages etc.) for contracts & supply of equipment’s, services and parts, including all of the appropriate contract documentation, ancillary agreement and guarantees.
- Management & Settlement of “Claims” related to 17 (Seventeen) Affiliates covered under SABIC EPM.
- Formulation and Finalization of upcoming Contract Agreements related to the Affiliates after taking management approval
- Review & monitoring of Ongoing Contracts related to the Affiliates.
- Liaisoning with SABIC Legal department on the disputed contracts and devising the settlement strategies in view of regulatory requirements as per Saudi Law.
- Provides independent liaison and co-ordination with contracting principals to ensure compliance with contract specifications and resolutions of problems and issues as they arise; arbitrate claims or complaints occurring in performance of contracts.
- Analyze price proposals, financial reports and other data to determine reasonableness of prices
- Participates in the formulation, development, implementation and revision of contracting policies, procedures, and strategies for the department as appropriate

(July 09 – Sept 12)

Project Contracts Administrator / Project Controls Lead (dual resp.)

Saudi Kayan (U&O) Project, SABIC, Saudi Arabia

Successfully participated in the management of the EPC Contract [Out of Kingdom (OOK) & In Kingdom (IK) Contracts] with FAL (Fluor Arabia Limited) covering LSTK, EPC, Design Build & Cost Plus contracts for the **USD 13.2 Billion** value Saudi Kayan Project.

Project Contracts Administrator:

Work Profile includes Analysing the contracts after developing suitable courses of actions that are based on logical assumptions & factual information and that take into consideration the resources, constraints, and organizational values. Having achieved a satisfactory level of technical & professional skills/knowledge in areas of construction contracts; remain aware of current developments & trends in areas of expertise. A brief description of work-elements is as below:

- Responsible for review & evaluation of proposed construction contracts received from EPC & analyzing in line with Main contract guidelines, project schedule & budgetary limits. Obtaining approval of proposal’s evaluation & award recommendations. Managing assigned contracts.

- Assists, make recommendations for improvements to existing contracting strategies for requesting agencies. Co-ordinate and maintain consistent communication to keep management, staff, and other departments apprised of status. Facilitate and implement updates to department and/or division procedures. Formulate, negotiates, establish and administer low or high value contractual agreements and procurement proposals for range of products and / or services for the company.
- Conducting proposal clarification meetings & negotiations with contractors & EPC after taking due feedback from Construction & Quantity Survey departments.
- Maintaining & updating the Project Contract database comprising of contract files & list of construction contracts.
- Management of claims & back charges notified by construction contractors & EPC. Analysis of overruns, price escalations and Liquidity Damages & other factors related to various contracts & presenting the recommendations to management citing the contractual viability. Conducting job site meetings with contractors & teleconferences with overseas contractors & suppliers for clarification on claims and penalties related to construction work.
- Responsible for Higher Management Approvals on issues related to cost overruns & contract modifications. Provide control & timely documentation of changes.
- Ensuring security of contract pricing information.
- Formulating Project Reports, Technical write up & Presentations and assisting PMT in due approvals. Maintaining contract status reports. Ensuring the closure of EPC/Contractor initiated correspondences related to contracts & claims.
- Successfully closing the Contracts & Purchase Orders (In Kingdom, Out Of Kingdom) after achieving the commercial settlements on disputed issues.

Project Controls Lead:

Work Profile includes heading all major disciplines of Project Controls (Cost, Quantity Survey, Progress and Schedule), Accounts and Finance and typical areas of Work execution (minor projects). A brief description of work-elements is as below:

- Perform Project Planning and Controls activities through all project phases including developing, maintaining & updating Integrated Project Master Schedule.
- Develop Progress Monitoring System and generate performance and status reports e.g. weekly and monthly progress and performance reports.
- Review and assess if all Contractors' schedules are complying with Standard Work Breakdown Structure WBS.
- Monitor project milestones, review and validate contractor's databases and deliverables for consistency with Company procedures.
- Compiling Individual disciplinary reports and forwarding to management for Project Cost information and Progress reporting.
- Analysing The Schedule impact on Project duration during Project cycle and coordinating with EPC for mitigation of delays.
- Facing External & Internal audits for due assessment & identifying the scope of improvement during the course of the project.
- Assisting Area managers in obtaining higher management approvals of special cases like Budget Overruns, budgetary shift and additional scope of work during project execution.
- Assisting Project manager in presentations to management.
- Management of claims & back charges notified by construction contractors & EPC. Analysis of overruns, price escalations and Liquidity Damages & other factors related to various contracts & presenting the recommendations to the management. Conducting job site meetings with contractors & teleconferences with overseas contractors & suppliers for clarification on claims and penalties related to construction work.
- Responsible for Higher Management Approvals on issues related to cost overruns & contract modifications. Provide control & timely documentation of changes.

- Generate discipline wise engineering manpower requirement/availability chart, update to see extra requirements (forecasts).
- Follow-up with materials management department item wise to control material delivery dates to meet project(s) goals.

(Apr 08 – June 09)

Assistant Manager (Business Operations)

ECC, Larsen & Toubro Limited, India

Primarily responsible for effectively delivering a diverse range of project management, commercial and client management related objectives working on a series of projects for the construction wing of India's largest engineering and construction Company.

Activities focus on project monitoring using Microsoft Project, managing the contracts, coordinating engineering work, producing management reports, obtaining client approvals and allocating resources as well as reviewing daily and weekly progress reports.

Other activities centre on a wide variety of commercial work such as client invoicing, taxation, cost estimates, subcontractor/vendor finalization and approval and payments as well as preparing budgets.

Also tasked with organizing kick-off meetings, liaising between clients and designers to confirm design drawings, quantities and the specification of materials as well as arranging insurance through company headquarters.

Projects worked on include:

- Electrical Harmonic analysis in the Power Distribution Network at Hitec City, Hyderabad, India
- Acted as Assistant Manager (Business Operations) for a group of projects based in the company's Hyderabad Regional Office in India; coordinated project phases for Gas insulated substations, Electrical Switchyard jobs, other Electrical, Instrumentation & Communication projects in southern India:
 - 220/132 KV, Gas Insulated Substation (GIS) with SAIL in Bhilai
 - 400/220 KV, EHV Substation with BESCL in Bhilai
 - Electrical & Instrumentation cabling package Phase I, II for 3X500 MW Super thermal Power project with NTPC Sipat, India
- Quality and Safety analysis work for the Delhi Metro Rail Corporation (DMRC) Project in New Delhi, India;
- "Process Exposure Training" at "Indian Oil Corporation Limited" at Mathura Refinery and "Production Planning" training at HMT Limited, Pinjore in India.

(July 06 - Mar 08)

Planning Engineer (Electrical & Instrumentation)

ECC, Larsen & Toubro

Successfully undertook a medium term senior engineering related assignment for L&T Limited in South Asia LPG Company Pvt. Ltd. (SALPG) in Vizag, India. The task involved the Planning & Project control of the first LPG Cavern of India which was a JV of HPCL (India) & Totalfina (France). An EPCC Contract with the International Safety Standards.

Skills and expertise demonstrated included planning electrical and instrumentation facilities for the first LPG Cavern in South-East Asia, installing and commissioning a 33 KV supply transmission and distribution systems, Underground pressure cells, Seismic monitoring systems, Emergency shutdown (ESD) systems, fire and gas

detection (F&G) systems, SIGTTO, Level Alarm systems, LPG Pipeline Metering systems, gas chromatographs, ultrasonic systems, propane analyzer, communication systems such as PA, EPABX, CCTV and Anti Intrusion Systems as well as transmitters and gauges.

The responsibilities cover:

- Preparation of Project Base line Schedule. Scheduling Construction Activities, Planning & Scheduling Resources including Plant & Machinery, Staff, Labor, and Specialized Agencies & Material.
- Prepare and update actual Progress versus Planned Schedule, Using Primavera Project Planner. Preparation of Daily, Weekly and Monthly Progress Reports reflecting the Project Progress. Preparing look ahead schedule Manpower histogram and 'S' Curves etc.
- Monitoring & Controlling established Cost & Progress Parameters. Control project costs (actual cost monitoring, additional budget approval) to maintain cost deviation within permissible limits
- Analyze project data and provide detailed cost and schedule variance analysis information.
- Client billing & settlement of Sub-Contractor Bills.
- Identification, monitoring & streamlining of critical paths running through the Project Master Schedule and individual contracts.
- Review and assess all subcontractors' schedules for complying with Work Breakdown Structure WBS used for Integrated Project schedule.
- All coordination with Project Manager to sort out engineering issues (conference calls), information request, clarifications were done. Detail status report was maintained for issues and management was updated periodically.
- Prepare Estimation for any Variations, Change Orders issued based on Quantities and man-hour calculations and additional work claim to Client.
- Analysing reports MTO's and studying/ approval subcontractors change orders.
- Preparation of Project progress presentation and performance reports, showing all different stages of project progress.
- Managed Procurement issues for construction material from RFQs till material delivery to project site. Coordinated in-house with discipline engineers for placing all the material purchase requisitions on time as planned.
- Estimate / Prepare Change Order Requests for Client approval for additional scope of work from the contract.
- Working closely with Field Sub-Contract Administrators to ensure the work of subcontractors is properly planned & accurate progress quantities are established and verified for accurate progress billing along with preparation of check estimates for subcontractor scope changes or claims.
- Advising Project Accountants for Payment Milestone Completions and to prepare Monthly Invoicing (to Client).
- Prepare Pre-com & Commissioning Schedules.

**INTERESTS AND
ACTIVITIES:**

I very much enjoy swimming, singing, poetry, dancing and keeping fit as well as generally socializing with a wide circle of friends.

**REFERENCES:
TO BE INCLUDED:**

Available on request.

LINKEDIN REF:

www.linkedin.com/in/pathaklokesh