



I.R.K ANIL KUMAR

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STRATEGIC PROJECT MANAGEMENT | BUSINESS OPERATIONS | SALES & CONTRACT MANAGEMENT – UTILITY/ENGINEERING SECTOR

- **Offering 20+ years of rich and diversified experience** with pioneering success in delivering optimal results in high-growth, risk intensive and challenging environments.
- **Rich experience in project engineering, planning & execution**, project setup, preparation of project plan, estimate costs, determine budget, procurement, bid proposals (tenders & enquiries), develop human resource plan, identify risks and perform qualitative risk analysis.
- **Industry Exposure:** Oil & Gas, Power Plants, Water & Wastewater, Metal Industries, Petro Chemicals, Infra Structure and Process Industries.
- **Contributed significantly in expansion projects in Bahrain** - EWA Projects, Alba Line 6 Expansion, Bapco Modernization Programme, Tubli Expansion Project, Bahrain LNG, Alba Power Plant Phase 5, Alba Power Distribution Systems.

SUMMARY OF SKILLS

Multi-functional expert, technically inclined and highly empowered professional with significant experience acquired over the years in diverse areas encompassing:-

Project Management	Engineering Management	Business Development	Commercial Strategies
Tactical Project Planning	Product Sales	Risk Management	Financial Control & Budgeting
Inventory Management	Resource Management	P&L Accountability	Cost Optimization
Procurement	Vendor Management	Liaison & Coordination	Team Management.

- **Innovative conceptualist with a sharp eye for fresh approaches while understanding critical business drivers in project planning**, initiation and execution, value engineering, project governance, scheduling, budgeting & cost estimation, mapping requirements of equipment, manpower and materials inputs, defining technical specifications, driving procurement initiatives to ensure availability of inputs on most competitive rates, reviews and final project delivery.
- **Well versed in strategy formulation and Business Development & Sales plans for the company**, setting up all processes related to product management and creating the roadmap for the products.
- **Contributing strategic inputs in various types of Tendering/ Proposal processes from pre-bid to post bid activities** for preparing comprehensive offer. Well versed in managing tendering activities involving techno-commercial studies, pre-bid discussions /clarification and proper costing.
- **Hands on exposure to handling cost effective procurement and achieving significant savings** through effective evaluation & strategic sourcing of vendors, developing cost-effective alternatives for various operations as well as developing effective pricing strategies for procurement of materials & equipments.
- **Well versed in training, developing & mentoring cross-functional/front line teams** by setting higher expectations and initiating individual member accountability.
- Outstanding instructional, interpersonal, and business/ communication skills with the experience required to remain highly focused on achieving bottom line results while formulating advanced business solutions.

Areas of Expertise

- Proficient in strategizing solutions for Business Operations.
- Highly skilled in Customer Need Analysis.
- Excellent knowledge of Regulatory compliance of Management systems.
- Ensuring effective networking for boosting business opportunities.
- Instrumental in handling multiple responsibilities as per the roles desired by the Management.
- Playing a key role in the management of Leads and Opportunities in CRM (MS DYNAMICS 365).
- Ensuring proper Management reporting on Operations and Business Development.
- Instrumental in leading the Bid and operation Management of major accounts of largescale projects.



PROFESSIONAL EXPERIENCE

SEPAM | since Jun'19
General Manager

SEPAM

- Entrusted with the responsibilities of Project Management and Business Development in line with General Management.
- Efficiently managing budget implementations, employee reviews, training, schedules, and contract negotiations.

- Supporting regulatory compliance by overseeing all audits to verify protocol adherence.
- Maintaining meticulous client notes in (MS DYNAMICS 365) customer relationship management application.
- Working closely with management, board director, and discussing strategy and mitigating various business operation issues.
- Establishing and administering annual budget with effective controls to prevent overages, minimizing burn rate and support sustainability objectives.
- Organizing budgets oversaw P&Ls and achieving margin targets consistently to stay on track with growth plans. Identified and capitalized on community business opportunities with effective networking.
- Identifying areas of improvement by generating monthly operational and sales reports.

MECHANICAL CONTRACTING AND SERVICES COMPANY W.L.L | Nov'16 – Jun'19

Project Manager



- Demonstrating exhaustive experience in directing Project Management, bid management, management reporting, budgeting, and cost estimates
- Performed coordination task with the project stakeholders to freeze the project constraints, requirements, and interface issues.
- Contributed strategic inputs in controlling all project activities connected with safe and efficient operations; implemented quality standards for meeting the set targets.
- Involved in periodical review of Management information System & Progress reports of projects.
- Handled the process of procurement through vendor evaluation, negotiation & selection and raw material investigation.
- Successfully streamlined project objectives and plans including delineation of scope, budgeting, scheduling, setting performance requirements, and selected the project participants.
- Demonstrated professional brilliance in developing designs, cost estimations to control project cost and conducted a cost-benefit analysis to ascertain technical and commercial viability.
- Achieved operational excellence in implementation of quality control procedures, staff and subcontractor including documentation in line with standard specification / company norms.
- Checked and prepared the forecast of works schedule and analyzed the reasons of delay and implemented remedial measures for works.
- Accountable for monitoring and supervising the project's activities progress including scheduling and proper resource allocation of men, material, machine to enhance operations efficiency.

ALMOAYYED ELECTRICAL AND INSTRUMENTATION SYSTEMS, BAHRAIN | Jul'15 – Oct'16

Business Development Manager



ALMOAYYED
INTERNATIONAL GROUP
مجموعة المؤيد العالمية

- Accountable for identifying key products, services and customers and used data to devise innovative sales and marketing plans enabling dramatic growth.
- Established relationships with key decision-makers within customer's organization to promote growth and retention.
- Capitalized on industry and marketplace trends to strategize solutions and enhanced business operations. Worked with existing customers to increase purchases of products and services.
- Collaborated with company departments to develop new strategies to capitalize on emerging customer and market trends.
- Created reports and presentations detailing business development activities.
- Prospected new weekly leads with diverse strategies, including cold calling, site visits and customer referrals.
- Negotiated, prepared, and signed contracts with clients.
- Developed and promoted successful company sales and account management personnel into leadership positions to drive company growth.
- Developed and implemented favorable pricing structures balancing firm objectives against customer targets.

AERADIO TECHNICAL SERVICES (ATS), BAHRAIN | Aug'08 – Jun'15

Business Unit Manager – Industrial Systems



AIR LIQUIDE ENGINEERING INDIA LTD., HYDERABAD | Jul'03 – Jul'08

Deputy Manager



NIPUN ENGINEERING SERVICES, VIZAG | Jul'02 – Jun'03

Engineer



EDUCATIONAL CREDENTIALS

B.E (Electronics & Instrumentation), 2002; GITAM (Andhra University), Vizag

XII, 1998; Board of Intermediate, A.P

X, 1996; Secondary School Certificate



CPR No: 800575938

Passport No: Z5427807

Passport Expiry: 07.09.2029

Date of Birth: 27th May, 1980