

**Rajesh Kumar Nath**

BE (EE), MBA

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📍 Bangalore, India

**Career Objective:**

Seeking senior level managerial assignments in Operations Management with the organizations of repute.

**Professional Profile:**

- Over 24.9years of experience in large EPC Project **Operations Management** of Power Transmission and Distribution projects, Process Automation Projects and Steel/Power Plant Electrification Projects across India.
- Experience in **ROW, land acquisition, liasioning and project/construction/operation management** including planning, vendor development, material inspection, erection/commission etc in the power sector. Core competence in effective planning and scheduling to ensure execution of project within time & budgetary parameters. Comprehensive experience in handling AIS/GIS up to 765/400/220/132/33KV substation & Transmission Lines up to 800KV. Hands on experience with Installation and Commissioning of power transformer up to 500MVA, 240MVAR, SF6 Breakers, VCBs, MOCBs, CTs, PTs, CVTs, WTs, SAs, BPIs, Isolators, Battery Panel, DC/AC Boards, Battery Bank, DG, FFPH System etc. and Electrical & Instrumentation works in Coal Handling Plant 1500/3200 TPH & Installation of Stacker / Reclaimer - 1500/3200 MTPH, Track Hopper - 6000 MT, Paddle Feeders - 2400 MTPH, Travelling Tripper - 1500/3200 MTPH, Wagon Tripper, Crusher House at inside Plant. An effective communicator and team member, with ability to develop committed and motivated teams.

**Professional Qualification:**

- BE in Electrical Engineering-1994
- MBA in Marketing -1997

**Job Description:**

- The Corporate plan of the company has many ambitious expansion schemes for massive capacity augmentation in the years to come.
- Add to its strength and fuel its growth,
- Driving business and increasing revenue by identifying and developing new business opportunities and building and expanding the presence of the Company.
- Focus on developing, implementing and driving strategies to achieve Company's business goals.
- Accountable to the Project Director and to the sole stakeholder.

**Responsibility Areas:**

- To strategize and provide overall direction to the business operations.
- Responsible for the efficient functioning of the Company for achieving its corporate objective and performance parameters.
- Approach and interact effectively with Government at all levels.
- Understand and empathize with the ethos, culture and procedures of government and its operational and decision processes.
- Leading, growing and mentoring an enthusiastic team of high energy professionals and making them successful leaders.
- Ensure business growth through directing and managing business development activities to ensure these are delivered in accordance with the Organizational strategy.
- Responsible of ensuring highest degree of client satisfaction.
- Building business relationships with current and potential clients.
- To generate sustainable revenues while ensuring optimum balance between client needs and organizational objectives.
- Responsible for profit by maximizing revenue generation.
- To ensure full compliance with the existing policies of the government and the organization.
- Promote an environment that supports diversity and reflects the Company brand.
- Deliver high standards of service quality and maintain high levels of operational integrity.
- Ensure Compliance, operational risk controls in accordance with Company or regulatory standards and policies of the Company.

**Competency :**

- Focus on Change & Innovation.
- Develops oneself.
- Maintains Industry Awareness.
- Respects Rules.
- Models Integrity.
- Builds and Leverages Internal Relationships.

- Provides Direction.
- Manages Resources.
- Coaches for Performance.
- Empowers others.
- Inspires others.
- Builds Talent Pool.
- Analyses information and Takes Decisions.
- Drives Results.
- Demonstrates Achievement Orientation.
- Focuses on Customers.
- Builds and Maintains Customer Relationships.
- Takes Prudent Risks.
- Demonstrates 'Big Picture' Thinking.

## **Specialties:**

### **Project Planning & Management:**

- Project/Construction/Operation Management for Power Transmission Projects-EHV AIS/GIS Substations, Distribution Projects-Rural Electrification, PMU, APDRP Projects, Large Process Automation and Plant Electrification Projects.
- Demonstrated proficiency in managing the construction projects of diversified nature across the career span.
- Proficient in Project management, scheduling, planning, co-ordination, execution, inspections, tracking, monitoring, checking & approvals.
- Supporting marketing team to achieve best pricing during pre-bid stage.
- Customer Relationship Management.
- Subcontractor management.
- Total Project Cost Control (Creation of project No, detailed WBS element, project cost plan and budget release etc, vendor master record, purchase requisition etc)
- Major equipment ordering and vendor negotiation coordination along with SCM.
- Monitoring & Controlling Financial Performance of Projects - Revenues, Cash flow, NWC etc.
- Project Risk and Opportunity Management Tracking.
- Project planning and controlling.
- Excellent coordination skills with Related Functions, Stakeholders and Regulatory bodies.
- Business Development through Variation Orders, Claims Management.
- Project Reporting.
- People Management - Performance and Development management of Cross Cultural Teams.
- Establishing time span of project execution as per client specifics.
- Listing down the resource needs for projects, after considering the budgetary parameters set.
- Monitoring project status during the course of periodic project review meetings.
- Updating management on progress and status of project.
- Inspecting the work as per drawing and maintaining the record of inspection.
- Preparing the record of executed work i.e. reports after execution, daily progress report.
- Coordinating with other project related construction agencies and consultants.
- Astute Construction Manager with a flair for adopting modern construction methodologies, systems in compliance with quality standards.
- Leading a team of Engineers to complete the job and handing over to client.
- Invoicing and reconciling with clients and vendors.
- Estimating rate analysis for every item of work as per BOQ'S & drawings and liaising for bill settlement.
- Preparing As-Built drawings and setting up hierarchy for MIS on project execution status.
- Ensure OHS implementation by project team, contractors etc.

### **Quality Assurance:**

- Adapting and implementing a stage-by-stage Quality Monitoring System to ensure adherence to technical specifications and quality standards.
- Reviewing operational practices, identifying areas of obstruction/quality failures and advising on system and process changes for qualitative improvement.

### **Site & Construction Management:**

- Efficient in conducting installation of various transmission lines and switchyard up to 765kV and electrical equipment in Switchgear, Alumina Refinery & Coal Base Thermal Power Plant.
- Expertise in finalizing requirements and specifications in consultation with engineers, external suppliers, contractors and in-house clients.
- Supervising all construction activities including providing technical inputs for methodologies of construction & coordination with site management activities.

- Leading and motivating large teams of workers and professionals and handling allocation of tasks within teams based on skills profile.
- Planning the work execution and monitoring the daily activity of construction.
- Supervising all construction activities including providing technical inputs for methodologies of construction & coordination with site management activities.
- Leading and motivating large teams of workers and professionals and handling allocation of tasks within teams based on skills profile.
- Planning the work execution and monitoring the daily activity of construction.
- Identifying & developing a vendor source for achieving cost effective purchase of equipment, accessories & timely delivery so as to minimize project cost and ensuring on time payment to vendors.
- Preparing bills for payments and estimating quantities & order of materials for construction.
- Deft in swiftly ramping up projects with competent cross-functional skills and on time execution.
- Excellent relationship management, communication skills with the ability to network with project members, Other department, consultants, contractors, statutory agencies with consummate ease.

#### Co-ordination:

- Networking with consultants/clients/contractors to ascertain technical specifications, construction related essentials, based on the prevalent rules.
- Material Ordering and Negotiation with different Vendors in coordination with SCM Team and ensure timely release of Purchase orders to vendors.
- Maintaining excellent relations with statutory authorities for availing mandatory sanctions.
- Coordinating with consultant engineer, departments, supervisor & clients for daily work progress.

#### Work Experience:

Sr. No	Position	Organization	Period
1	Zonal Manager - Project Management	ABB India Ltd, Bangalore	July'09 - Present
2	Assistant Manager - Planning & Project Management	Larsen & Toubro Ltd, Chennai	May'97 - Jun'09

#### Brief Description of Experience:

##### **With M/s. ABB Ltd., Bangalore (12.8 years -July'2009 to till date)**

Currently leading the twenty member strong project team from Faridabad/Bangalore, for execution of 10000 MINR, UPPTCL BOOT project for execution of five locations across UP and one location in Bihar, as **Zonal Manager - Project Management & Contract closure with IN2883, PGGI/ZCPG**, M/s ABB, Bangalore.

Joined as **Manager - PA** (Multi projects) and then moved to T&D EPC projects.

#### Roles played:

- Responsible for the Project Setup, Planning, Monitoring / Control and Project Closure.
- Material Ordering and Negotiation with different Vendors in coordination with SCM Team and ensure timely release of Purchase orders to vendors.
- Total Project Cost Control through SAP-PS system (Creation of project No, detailed WBS element, project cost plan and budget release etc , vendor master record, purchase requisition etc)
- Potential Risk assessment and Opportunities in the project, adopting suitable risk mitigation plan and cost exposure curves etc.
- Adopt best change management practices / process and ensure thorough documentation.
- Coordination for timely submission of drawings and ensure Engineering approvals from Customers.
- Responsible for on-time execution of projects, submission of monthly project reports etc.
- Meeting the monthly revenue and collection targets of BU.
- Resolution of project issues by conducting critical action reviews and driving internal and external stake holders of the project, Reporting periodical project progress and preparation of MIS reports.
- Contract close out documentation preparation, reconcile project financial etc.
- To ensure that ABB commitments to customer are met, in accordance with contract
- Supporting marketing team to achieve best pricing during pre- bid stage.
- Control of all site management and civil construction activities as an additional responsibility.
- Coordination with all agencies for getting the project statutory approvals (PCB, CEIG, WLC etc)
- Preparing BOQ based on site survey, project scheduling, developing site execution plan, resource planning, identifying sub-contractors and negotiations and finalization of sub vendors /sub-contractors etc.
- Controlling all project elements to ensure that the project is completed in time, with reduced cost and achieving set quality targets.
- Periodical progress review meetings with customer and management.
- Processing payments collection, market / competitor analysis for pricing / quality / features improvement of product / project, supporting field teams in submission of offers / pricing / business development etc.
- Close monitoring and implementation of OHS plans at site.

**Major achievements in ABB:**

- ✓ Key role played to increase contract order value by 23% through scope change and Variation order.
- ✓ Key role in Margin improvement from UPPTCL BOOT Project.
- ✓ Key role in Project completion in terms of billing & positive NWC throughout the project maintained.
- ✓ Successful installation and commissioning, handing over of 400/132KV AIS Nabinagar Sub-station of NTPC SWY package with 25nos of Bays.
- ✓ Successful installation and commissioning, handing over of 400/132KV AIS Mouda Sub-station of NTPC SWY Stage II package with 16nos of Bays.
- ✓ Successful installation and commissioning, handing over of 400/220/132kV AIS Gonda Sub-station with 31nos of Bays, 400/220kV GIS Rewaroad Sub-station with 21nos of Bays & 765/400KV AIS Mainpuri Sub-stations with 24nos of Bays.
- ✓ Successful installation and commissioning, handing over of 400/132kV GIS Silchar Sub-station with 09nos of Bays.
- ✓ Successful installation and commissioning, handing over of 765/400kV AIS Indore Sub-station with 14nos of Bays.
- ✓ Successful installation and commissioning, handing over of 400/220kV AIS Ambajogai Sub-station with 17nos of Bays.
- ✓ Supply and installation, and commissioning of BILT BOP Automation instrumentation project in record of 8months' time.
- ✓ Supply, installation and commissioning of crane electrics to Kandla Port trust, Gujarat, and obtaining all retention payments as well as contractual closing within schedule time.
- ✓ Controlled project cost, expenditures and cash flow in all handled projects effectively.

**International experience in ABB:**

- ✓ I have visited UK to support closure of the PyC project (300MW Wind farm) for one month period.
- ✓ During my stay I have pushed contractual documents for getting taking over certificate from client, consolidation of pending variations claims etc.

**With M/s. Larsen & Toubro Ltd., Chennai (12.1 years - May'1997 to Jun'2009):**

I joined as "Assistant Engineer" in May'1997 and promoted to "Engineer" in July'2000 & "Senior Engineer" in May'2004. Again promoted to "Assistant Manager" during Sep'2007.

Worked as **Assistant Manager (Planning and Project/Construction Management)**-Project Voltage range up to 400kV and Thermal Power of Plant Electrification & CHP Package.

No. of persons reported to me: Ranging from 6 to 45 & Varied from 12 to 60 depending on tasks I was assigned.

**Roles played:**

- Responsible for developing business plans like - budget planning for supply of materials, erection, billing etc per year, quarter and month in coordination with Site, materials and customer.
- Responsible for timely monitoring of budget Vs actual achievements in supply, erection, billing progress.
- Develop revised plan based on previous month deviations and setting target priorities for consecutive month, quarter etc.
- Responsible for verification and finalization of MIS reports to management and customer.
- Execution of T&D projects / Rural electrification projects i.e., construction of 400KV Sub-stations / transmission lines, 33/11kV Sub-stations, 33KV, 11KV and LT lines, releasing house service connections etc in various villages of Orissa & Assam State.
- Responsible for monitoring materials movement, quality and cost elements, timely review of progress made by sub-contractors, erection progress and optimization of resource planning, getting works executed by considering environmental factors, internal resources, customer requirements / priorities etc.
- Controlling all functions of project management.
- Timely progress reviews with customer.
- Preparing target production cum work Schedules, motivating, directing and controlling the Work Force towards achieving the Production targets and ensuring the same on shift / daily / monthly basis.
- Conducting awareness training programmes to employees i.e., ISO/ QS 9000, ISO 140001, Cost of poor Quality, TPM, 5S Techniques, Kaizen, Six Sigma, Safety etc.
- Preparation of daily / weekly schedules to all individual Sections.

**Major achievements with Larsen & Toubro Ltd:**

- ✓ Coordination of 400kV Sub-station & its associated lines in Odisha/Bihar. Successfully completed 132/25kV traction Sub-station and 180km of 132KV S/C lines and handed over client to Indian Railway, Patratu, Bihar.
- ✓ Successfully completed 12 nos. of 33/11KV sub-stations, 180 km of 33kv S/C line, 130 nos. of 11/0.433kV Sub-stations, 100km of 11KV line, 17km of LV line & 45km of ABC and handed over client to WESCO/GRIDCO, Orissa.
- ✓ Successfully completed 70km of 33KV S/C line with main receiving sub-station and 6km of 33KV S/C line for ring main system with 5nos. of 33/0.433KV distribution sub-stations and handed over client to Vedanta Alumina Ltd. (A subsidiary of M/S. Sterlite Industries India Ltd.), Lanjigarh, Orissa.
- ✓ Successfully completed 23km of 33KV S/C line, 01no. of 33/11 KV sub-station, 02km of LV line, 19km of 11KV line and 38 nos. of DTRs and handed over client to Assam State Electricity Board, Shivasagar, Assam.

- ✓ Successfully completed 100km of 33KV S/C line, 02no. of 33/11kV Sub-station and handed over client to CESCO/GRIDCO, Orissa.
- ✓ Successfully completed and Commissioning of Conveyor 1500MTPH - 3.7km, Stacker/Reclaimer 1500MTPH - 1no, Travelling Tripper -1500MTPH- 4nos and Metal Detector -2nos, Belt Weigher- 3Nos, In-line Magnetic Separator - 2Nos. Suspended Magnet - 1No and handed over client to Jindal Power Limited, Tamnar, Chhattisgarh.
- ✓ Successfully completed 5280km of Earthing and 3650km of Cable Tray fixing and handed over client to National Thermal Power Corporation Limited, Barh, Bihar.
- ✓ Successfully completed 220KV DC/DS Transmission line 4.2km and handed over client to Bhusan Steel Limited & Bhusan Energy Limited. Angul, Odisha.
- ✓ Successfully completed 400KV DC/DS Transmission line 24km and handed over client to Jindal Steel & Power Limited, Angul, Orissa.
- ✓ Electrification of 742 Villages, 09nos 33/11kV Sub-stations and 33/11kV lines erected and handed over client to M/s Power Grid Corporation of India Ltd., in less than 15months span.
- ✓ Effective monitored of Sub- Contractor issues and settlements etc.
- ✓ Received from Management for best performance incentive of the Year 2006.
- ✓ Key Team Member for implementation of Baan - ERP tool for effective MIS reports.
- ✓ Achieved best suggestion and implementation award from Regional Manager.

### **Projects Executed & Dealt with Customers:**

Title: 400/220/132KV AIS Sub-station with provision of 33nos of Bays with ICT/Reactor. Wroth Rs.120.84Cr.(Jan'2022-TD).

**Client: Isolux Corsan India under SEUPPTCL/UPPTCL, Aurai, Uttar Pradesh.**

Scope: The project involved 400/220/132KV AIS Sub-station with provision of 33nos of Bays with ICT/Reactor at Aurai, UP.

Title: 400/220/132KV GIS Sub-station with provision of 20nos of Bays with ICT/Reactor. Wroth Rs.161.49Cr.(Jan'2022-TD)

**Client: Isolux Corsan India under SEUPPTCL/UPPTCL, Lucknow, Uttar Pradesh.**

Scope: The project involved 400/220/132KV GIS Sub-station with provision of 20nos of Bays with ICT/Reactor at LSR, UP.

Title: 400/132KV AIS S/S of NTPC SWY Package with provision of 25nos of Bays. Wroth Rs.45.21Cr.(Jan'2021-Dec'2021)

**Client: NTPC/BRBCL Limited, Nabinagar, Bihar.**

Scope: The project involved 400/132KV AIS Sub-station with provision of 25nos of Bays at Nabinagar, Bihar

Title: 400/132KV AIS S/S of NTPC SWY Stage II with provision of 16nos of Bays. Wroth Rs.35.53Cr.(Apr'2020-Dec'2020)

**Client: NTPC Limited, Mouda, Nagpur. Maharashtra**

Scope: The project involved 400/132KV AIS Sub-station with provision of 16nos of Bays at Mouda, Nagpur.

Title: 400/132KV GIS Sub-station with provision of 09nos of Bays & Reactor. Wroth Rs.123.26Cr.(Jan'2019-Mar'2020)

**Client: Power Grid Corporation of India Limited, Silchar, Assam.**

Scope: The project involved 400/132KV GIS Sub-station with provision of 09nos of Bays at Silchar, Assam.

Title: 765/400KV AIS Sub-station with provision of 24nos of Bays & ICT/Reactor. Wroth Rs.396.22Cr.(Oct'2017-Dec'2018)

**Client: Isolux Corsan India under SEUPPTCL/UPPTCL, Mainpuri, Uttar Pradesh.**

Scope: The project involved 765/400KV AIS Sub-station with provision of 24nos of Bays & ICT/Reactor at Mainpuri, UP.

Title: 400/220/132KV AIS Sub-station with provision of 31nos of Bays & ICT/Reactor. Wroth Rs.125.95Cr. (Jul'2016-Sep'2017)

**Client: Isolux Corsan India under SEUPPTCL/UPPTCL, Gonda, Uttar Pradesh.**

Scope: The project involved 400/220/132KV AIS Sub-station with provision of 31nos of Bays with ICT/Reactor at Gonda, UP.

Title: 400/220KV GIS Sub-station with provision of 21nos of Bays & ICT/Reactor. Wroth Rs.195.58Cr. (Nov'2014-Jun'2016)

**Client: Isolux Corsan India under SEUPPTCL/UPPTCL, Rewaroad, UTTAR Pradesh.**

Scope: The project involved 400/220KV GIS Sub-station with provision of 21nos of Bays with ICT/Reactor at Rewaroad, UP.

Title: 765/400KV AIS Sub-station with provision of 14nos of Bays. Wroth Rs.89.29Cr.(May'2012-Oct'2014)

**Client: Power Grid Corporation of India Limited, Indore, Madhya Pradesh.**

Scope: The project involved 765/400KV AIS Sub-station with provision of 14nos of Bays at Hatunia, Indore, MP.

Title: 400/220KV AIS Sub-station with provision of 17nos of Bays. Wroth Rs.57.54Cr.(Jul'2009-Apr'2012)

**Client: Power Grid Corporation of India Limited, Ambajogai, Maharashtra.**

Scope: The project involved 400/220KV AIS Sub-station with provision of 17nos of Bays at Shepwadi, Ambajogai, MH.

Title: 400KV DC/DS Transmission line. Wroth Rs.41.72Cr.(May'2008-Jun'2009)

**Client: Jindal Steel & Power Limited, Angul, Orissa.**

Scope: The project involved 400KV DC/DS Transmission line 38.263km from 400/220/132KV Meramundali Grid Sub-station JSPL Plant at Nisha.

Title: 220KV DC/DS Transmission line. Wroth Rs.17Cr.(May'2008-Jun'2009)

**Client: Bhusan Steel Limited & Bhusan Energy Limited, Angul, Orissa.**

Scope: The project involved 220KV DC/DS Transmission line 4.2km from 400/220/132KV Meramundali Grid Sub-station BSL & BEL Plant at Narendrapur. Angul, Orissa.

Title: Barh Super Thermal Power Plant (3\*660 MW) in Plant CHP. Wroth Rs.43Cr.(Mar'2008-Apr'2008)

**Client: National Thermal Power Corporation Limited, Barh, Bihar.**

Scope: The project involved Electrical & Instrumentation works in Coal Handling Plant - 3200MTPH & Installation of 3200MTPH Stacker/Reclaimer, Track Hopper - 6000MT, Paddle Feeders - 2400MTPH, Travelling Tripper - 3200MTPH, Wagon Tripper, Crusher House at inside Plant.

Title: O.P. Jindal Supper Thermal Power Plant (4\*250MW) in Plant CHP. Wroth Rs.10Cr.(Mar'2007-Feb'2008)

**Client: Jindal Power Limited, Tamnar, Raigarh, Chhattisgarh.**

Scope: The project involved Electrical & Instrumentation works in Coal Handling Plant & Installation of 1500MTPH Stacker/Reclaimer, Traveling Tripper- 1500MTPH at inside Plant.

Title: Power sector reform and restructuring project of CESCO. Wroth Rs.79Cr.for package "D".(May'2006-Feb'2007)

**Client: CESCO/GRIDCO, Bhubaneswar, Orissa.**

Scope: The project involved restructuring of the total network of power flow in Eastern Zone involving construction of 44nos. of new primary 33/11kV Sub-stations, 82nos. of existing primary 33/11kV Sub-stations and construction of 832km of 33kV Transmission lines.

Title: Accelerated Power development and reforms programme project in under ASEB. Wroth Rs.37.7Cr. (Jun'2005-Apr'2006)

**Client: Assam State Electricity Board, Sibsagar, Assam.**

Scope: The project involved 31km of 33kV S/C line, 50km of 11kv line, 7km of LV line and installation of 131nos. DTRs and 03nos. of 33/11kV Sub-stations with R&M of existing 09nos. of 33/11kV Sub-stations, 1195nos. of existing DTRs and conversion of existing LV line 120 km.

Title: Transmission Line Package for 1.44MMTPA Alumina Refineries. Wroth Rs.56Cr. (Jun'2004-May'2005)

**Client: Vedanta Ltd, Lanjigarh, Kalahandi, Orissa.**

Scope: The project involving construction of 70km 33kv S/C line and main receiving Sub-station with 6km of 33kV S/C line for ring main system, 13km of 132kV D/C line, 7km of 33 kV D/C line, 7nos. of 33/0.433kV distribution sub-stations and main plant electrical package.

Title: Power sector reform & restructuring project of WESCO. Worth Rs.64Cr. for package "C" and Rs.16.8Cr. for package "G1" (Mar'1999-May'2004)

**Client: WESCO/GRIDCO, Burla, Sambalpur, Orissa.**

Scope: The project involved restructuring of the total network of Power flow in Western Zone involving construction of 80nos. of 33/11kV distribution Sub-stations, 500km of 33kV Line under package "C" and 543nos. of 11/0.433 kV distribution Sub-stations, 223km of 11kV Line, 46km of LV line and 109km of ABC under package "G1".

Title: 132kV S/C line with 132/25kV traction sub-station. Worth Rs.50Cr. (May'1997-Feb'1999)

**Client: Indian Railway, Dehri-On-Sone, Bihar.**

Scope: The project-involved 220km of 132kV S/C line from Dehri-On-Sone to Patratu with 132/25kV traction sub-station.

**Certification:** Internally Certified Auditor.

**Membership:** Project Management Associates.

**Computer Skills:** Well versed with Windows, MS DOS, Microsoft Office, Microsoft Project and Internet Applications.

**Professional Achievements:** Supervisory competency certificates (SSC-MV) from ELBO, Odisha.

**Hobbies:** Adventure Sports, Traveling, Trekking, Reading & Listening to Music.

**Languages Known:** English, Hindi and Oriya.

**Location Preference:** Anywhere in India & abroad.

Bangalore  
01-Apr-2022

**Rajesh Kumar Nath**