

PUSHKAR GUPTA

Manager-Project Management

Visionary & Strategic Leader with experience of executing prestigious projects of large magnitude within strict time schedule, cost & quality; targeting senior level assignments in **Purchase/ Material Management/Project Management/ TOC** with an organization of repute

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Executive Profile

- Result oriented professional, offering **over 9 years** of experience in managing **National & International Projects EPC Contract / Turnkey projects worth INR 1500 Cr.**
- Purchase & Procurement Management** with success in **sourcing for multiple locations/geographies across the globe** & offering **solutions for purchase/projects issues**; leveraging standalone expertise in making timely decisions
- Utilized qualitative & quantitative skills in negotiating price with **International /Domestic Vendors**; ensuring adherence to defined Quality Standards
- Excels in enhancing supplier operational performance** through effective integration of **price, quality, inventory positioning**
- Coordinated with external agencies for **techno-commercial negotiations, preparation of budgets, tender / contract documents, cost estimates, Rate/Price Analysis** including billing, variation/ deviation proposals
- Administered project activities** from conceptualization to tendering & execution including technical specifications, procurement/supply of raw materials, stage inspections, scheduling, progress monitoring, site management and manpower planning
- Skills in studying & reviewing all drawings & specifications** to gain an understanding of the project scope and all definable features of work in order to ensure the **commercial/contractual duties** will be delivered appropriately, and **identify any potential project challenges**
- Attended** project review meetings, Kickoff meetings; worked towards client management and relationship development during & after the project, monitoring & reporting both internally and externally on project progress
- Led initiatives for collaborating **with Clients/ Consultants/ Commercial/ Procurement Director** for obtaining necessary clearances/approvals for smooth execution of projects
- Implemented Continuous Improvement initiatives** for maintaining ROI in project division through **Theory of Constraints in EPC, Six Sigma & PMP**
- Dynamic & Enterprising Leader with strong** planning, analytical & problem-solving skills; **leading a team of 30+ members**; mentoring & training them to ensure operational efficiency

Education & Credentials

- B.Tech. (Electrical & Electronic)** from Hindustan College of Science and Technology, Uttar Pradesh Technical University in 2011

Certifications

- Six Sigma Green & Black Belt
- PMP Certification

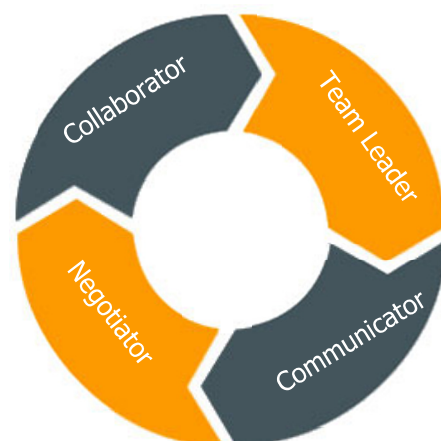
IT Skills

- Planning softwar:**
- MS Project
 - Minitab

Key Skills

Project Planning & Execution	Purchase/ Vendor Management
Material/ Inventory Management	Techno-commercial Operations
Budgeting & Cost Control	TOC, Six Sigma and PMP
Contract/ Claims Management	Tender /Bid Management
Client/ Stakeholder Management	Quality Assurance & Control
Supplier Mgmt.	Process Improvement

Soft Skills



Professional Experience

Since Jul'11: KEI Industries Ltd., New Delhi



Growth Path:



Key Result Areas:

- ❖ **Managing projects** right from the conceptualization stage to tendering and execution, involving finalization of technical specifications, procurement, scheduling, progress monitoring, site management, material management and manpower planning
- ❖ Studying, reviewing and analyzing the **technical aspects** as per the demand of different utilities; **designing of Under Ground Cable System**
- ❖ Managing the preparation of:
 - Sales & Collection and monitor ROI
 - Material Planning & Monitoring
 - Monthly Progress Reports (MPR) entailing progress & details
 - Management planning and control documents (MPCS), physical stock report, executive reports, dashboards
- ❖ **Managing material & inventory levels** for ensuring ready availability to meet procurement while designing & scheduling material procurement plans for raw materials, consumables & maintenance items; adhering to Material Management Norm Sheet
- ❖ **Creating budgets & conducting variance analysis** to determine difference between projected figures & actual expenditure and implementing corrective actions; identifying & analyzing root cause of areas; recommending & implementing corrective measures
- ❖ Coordinating with **Client, PMC and Local Authorities for projects**
- ❖ Participating in **project review meetings** for tracking project progress & de-bottlenecking; **performing root cause analysis & preparing recovery plans** for managing the delays in the project schedules
- ❖ **Supervising Quality Management Systems** across various stages of procurement to reduce rejection levels and ensuring high quality standards in construction by maintaining Documentation & Data Management
- ❖ **Managing purchase planning, developing & negotiating with vendors** for the **right sourcing & evaluating vendors performance** in terms of quality, delivery for achieving cost effective purchases
- ❖ **Issuing Purchase Orders (PO) in SAP, Comparative sheets, RFQ, RFI** as per selected vendors, price
- ❖ **Spearheading the bidding process** from floating of bids to awarding of the contracts; coordinating with bidders with regard to negotiations, preparation of comprehensive purchase proposal, **BOQ**, finalizing annual rate contract
- ❖ **Preparing commercial proposals** which includes material take-off, direct costing (material, manpower and equipment cost), indirect costing (indirect labor, general expenses, project management team, accommodation and so on)
- ❖ Leading **improvement of ROI** with help of **Six Sigma & TOC concept** with focus on Sale and collection; implementing TOC in Procurement/ MMT / Execution



Personal Details

Date of Birth: 24th November 1987
Languages Known: English & Hindi
Address: 11 F, Jasola, New Delhi- 110025

Project Annexure

- Project:** Implementation and Reviewing of EPC Projects based INDIA and Overseas through TOC concept
Client: **PGCIL/PFC/REC/GAMBIA/DVVNL/KPDCL/WBSEDCL/PUVVNL/NDMC/JIPMER/MSETCL/IRCON**
- Project:** Package A&B for Varanasi Town of UP for 33/11kV Substation and R&M of existing 33/11kV substations, underground cabling, conversion of overhead lines to underground, installation of DTs, service connections & so on under Implementation of Integrated Power Development Scheme (IPDS)
Client: PGCIL
Environment: Conversion of Overhead Electrical Power System into Underground Electrical power Distribution system, System Improvement, Strengthening and Augmentation of Distribution system to Bring down AT & C Losses and Improve Quality of Power Supply to Consumers
- Project:** RAPDRP Project in Mathura Town of (INR 351 Cr), Vrindawan Project of (INR 76 Cr), Chitrakoot Project of (INR 45 Cr) and Mainpuri (INR 36Cr).
Client: DVVNL, Agra
Environment: Conversion of Overhead Electrical Power System into Underground Electrical power Distribution system, System Improvement, Strengthening and Augmentation of Distribution system to bring down AT & C Losses and Improve Quality of Power Supply to Consumers in MATHURA Town on Turnkey Basis
- Project:** RAPDRP Project in Sagar Town of (INR 51 Cr), Tikamgarh Project of (INR 15 Cr), Sihora Project of (INR 12 Cr) and Narshingpur (25 Cr).
Client: MPEB JABALPUR
Environment: Conversion of Overhead Electrical Power System into ABC system, system improvement, strengthening and augmentation of distribution system to bring down AT & C Losses and improve Quality of Power Supply
- Project:** GAMBIA- Electricity Expansion works in Greater Banjul Area, THE GAMBIA AFRICA
Client: National Water and Electricity Company Ltd. (NAWEC), The Republic of The Gambia