



Ramesh.P

HEAD – Operations & Sales

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PROFILE

NEBOSH IGC Certified Project Head

With over 23 years of design + engineering
MEP + Business development + Financial analysis
Initiatives experience in Building Services
/ EPC / HVAC, & construction projects across
a wide spectrum of establishments on national
and international platforms.

KEY HIGHLIGHTS

Rich experience in handling projects
including installation, commissioning
and testing/trial in coordination with
consultants, contractors, site engineers,
and project team members.

- Proficient in driving entire onsite
construction activities and integrating
the construction project with erection &
commissioning of FIRE, HVAC /MEP
systems to ensure on-time project
delivery Proven capabilities in
implementing preventive, predictive, and
corrective
maintenance to maximize operational
availability of equipment's /systems
- Skilled in commissioning, testing/trial
and final handover of projects; adept in
verifying /authenticating subcontractor
bills / submitting client bills on time;
competent manufacturing advisor,
team leader, trainer, and motivator with
fine-tuned analytical & troubleshooting
skills

SKILLS



WORKEXPERIENCE

-> **Larsen & Toubro Limited – 21 Years**

-> **ABC Group → OEG India Ltd.- 3 years**

Responsible for design coordination with all the consultants related to all the MEP work of all projects. Handling project planning, scheduling and handling the projects on time. Involved in monitoring & following up with customer, vendors and different internal departments for step-by-step activities during execution of the project. Strategically planning and analyzing the basic requirements while setting up the technical infrastructure of the project and reviewing all the project proposals. Facilitating activities like fire protection, HVAC, Project management, plumbing work installation, testing and commissioning

Key Roles / Departments served during the tenure:

- Head – Building MEP services. General Manager - Environmental, Water treatment, Solar, Logistics, & Gas plant. Project Export / import material consolidation and coordinator, Expert in Renewable energy, waste recycle and Sustainability, HR Partner. Project Management with thrifty Budget and P&L Analysis. Head – Logistics operations, Business Analyst and Management Advisor. Translator.
- Safety and Quality Advisor, Facility manager, Head – Projects and environmental assessment and monitoring. Liaison Officer – SPCB, Regime Delegates, IAS Officer and Private clientele. Advisor – Hospital Operations & Management. Negotiator.
- Plant Head, Environmental coordinator for CTE, CTO, EIA, and EC works. GM Project Operation - SITC of EPC Department with prolific Customer relationship.

Team Size: 6760 workmen and 62 contractors (varying with each project)

Key Deliverables:

- Served as a Technical Lead for **Salalah International Airport - Oman project**; involved in the material import and export consolidation, supply, installation, testing, commissioning of fire, HVAC and plumbing systems with multiple standards and protocols. Entire project service coordination to mitigate reworks and contain OPEX. Provided high-quality engineering disciplines in challenging environment with a successful track record of completing MEP works 5 months ahead of scheduled target date @ Tech Mahindra, installing 111850 running meters fire and HVAC piping work within 48 days and 3 months ahead @ Shell project, Bangalore
- Functioned as a Technical Head and channeled major overhauling and maintenance of construction equipment which made INR 2.5 crore profit
- Operated as Fire Package In charge and Package Manager for fire systems at Calicut Kerala Airport; executed 192670 meters piping works

Maneuvered as

- MEP Manager – Tendering, negotiation, SITC coordination, Handing over, O&M works.
- General Manager – water treatment plants, Solar - Design, SITC, waste management works.
- Environmental coordinator – Air, water, soil monitoring, Impact assessment & Control.
- Head – Safety and Quality – Project and plant safety enhancement an controls.
- General Manager – O&M – Buildings and Factory sectors – Implemented with Kaizen, 5S skills.
- HR Partner - Business Analyst – Vice president - CRM and Sales with vital compliances.
- Senior Manager – Accounting and Logistics management with Transport operations.
- Plant and Machinery Manager – Cranes, Construction equipment handling and upkeep. Executed fire and HVAC work 4 months ahead of scheduled time @ TCS phase II project; credited with project completion bonus and award
- Rewarded with project completion bonus @ Tech Mahindra, Bangalore project for finalizing work 6 months ahead along with quality and safety

Key Projects:

- Installation of 27000 sq.mtr HVAC ducting fabrication and erection work within 4 months @ Super Specialty Hospital - IIT-Kharagpur
- Installation of 47000 meters fire piping work within 8 months @ TIDEL Park.
- Installation of 1,26,480 meters of piping and 18700 sq. meters of ducting work within 4 months @ Srilanka projects
- Introduced pipe welding techniques and testing protocol for underground piping; Result: for shortened joint leaks and increased profit to the organization; credited with an award for the exemplary performance and Project completion bonus twice

EDUCATION & CERTIFICATIONS

M.B.A

HAZWOPERM (Hazardous Waste Operations and Emergency Response Management) First Aid at work

DMAERP (Disaster Management with Advanced Emergency Response Principles)

Language Skills; Tamil, English, Malayalam, Hindi, Kannada, Bengali, Telugu, Arabic



PROMINENT REASONS TO SELECT

Robustly disclose that My pursuing skills would be an asset towards the synergy of your esteemed organization

A } Two decades of **L&T Experience** in Various business verticals which leads to Constructive business Development, **HR** operations ,shrewd business functions, Tendering, Budget control, **business analyst and advisory** ,Strategic business planning and development, Prompt Delivery management, Coordinating **MEP Projects**, Business Improvement, Economic **procurement** , HR Partner, **Customer** rapport building, QA / QC skill ,Prompt coordination for Transporting Warehousing and Delivery management .Accurate Budgeting and **P& L** Analysis of Various systems i.e. Building MEP Systems, Solar systems, water treatment plants ,**Environmental** Approval with customer satisfaction Utterly.

B } **Excellent communication** and drafting skills which would result in pursuing flawless protocols as well as supreme documentation works. Monitoring daily project operations and tracking towards set milestone to authenticate commitments .

C } **GRIHA** - Experience which I possess would be helpful for the **Environment** Department that enhances the existing standard further. Associated with **Airport** and **Hospital** Scientists to assess and successfully obtain 5 star Rating. Energy saving, Waste recycle, Responsible disposal of hazardous wastes and cultivating routine strategies were done effectively.

D } **Acumen** to Independently handle **Entire operation** with exact delivery management and the entire operation of a company which **mitigate stress** level of **MD** and management.

E} **Prudent** plant management and Manufacturing management experience will invariably contain **CAPEX** and **OPEX** Considerably. Capability to handle **Civil**, Non **IT** and **MEP projects independently with superior coordination and cost mitigation protocol**.

F } **Economic** business coordination and operation with prompt troubleshooting strategy in maintenance which can multiply **revenue** of group companies .Implementing **sustainability** and **waste containing** fashion to inject **CSR** habitually.

G} **Multi language speaking ability (8 Language)** which not only facilitates rapport building with private client ,regime liaison, but also towards order inflow at large.

H } HR Partner , Right Recruitment experience will be boon for fiscal operation of resources . **Injecting** caliber by safety / quality training with **facility** development which would result to Desired **PDCA +kaizen + 5S** effect and better management.

I } **Safety assessment** ,audit and mock drill experience which will **evade** legal punishment and reduce internal and external cost **levied** by the government for non compliance. Explaining the boons of Health, safety, **insurance** and medical policies

J } **Amicable** stakeholder's meeting and kindly explain the status of project and **progress** improving fashions with practicability.

K } Consultancy skill and **SPCB** liaison experience which would help for **EC ,SIA ,EIA, CTO,CTE** of the plant and new establishments .Manpower recruitment and **HR** functioning team leading with economic fashion.

L } Team handling with an amicable strategy to retain existing talented employees . **Adept in Mechanical, Plumbing, HVAC and Electrical systems of Factories, Residential Buildings, Malls, Hospitals, Metro stations, Airports, Commercial buildings and Ports.** **Best transport and automobile expert which mitigate operating cost considerably.**

M } **NEBOSH** - IGC Safety Certification would invariably assist for **nurturing** better safety management protocol at site .

N } **Expert** in Client collaboration and management protocols with **cordial** strategy which will preserve the **reputation** of esteemed emblems and relationship. Befitting knowledge transfer towards augmenting performance of internal team / management.

O } **Befitting** Sub contractor management and project **estimation skill** whereby we can identify the **potential** shortcomings and augment margin appropriately. **Hospital** management and operation with swift decision-making ability.

P } Having Healthy professionalism and **integrity** in order to delegate paramount work and maintain **confidentiality** all the while. Scrutinizing team performance for prompt reward and motivation techniques.

Q } Had been working as an **Executive associate** of L&T - VP and delivered Outstanding meeting attending wisdom and presentation caliber which enhanced the perception of company profile and resulted to reap many rewards.

Hope that my **proficient** experience will be instrumental to have sustainable growth of reputed organization as well as to attain subsequent levels in the **Global** market.

Expect positive gestures in this regard.

Thank you.

" Actions speak Louder than words "

COVER LETTER

Dear Sir/Madam,

I am very interested to hear about the **Prominent Position** in your reputed organization through the job portal.

The company has always been a group that I feel emulates the values and culture that I admire. My desire to work for **the company** is based on several reasons: its solid reputation, a great working & evolving environment, challenging work and strong desire and prospects for social and equal Gender growth.

I am qualified as a MBA from Madras University, together with 21 years of respective Position experience in Multinational companies and currently working as a **Head – Operations & Sales**. I'm confident that I will be a valuable asset to your team and Instrumental in augmenting brand value of the esteemed emblem.

I welcome the opportunity to discuss how my Economical **project** management and coordination strategy ,Business tracking, Analyzing, rewarding team, and Ensuring KT ,HR Partner , Environmental assessment and sustainability skills, **Logistics** management, stakeholder management, Business leading and development Strategy, **CPQ** Sales techniques, profitable Procurement ideas, market analysis and trending for potential opportunities, Customer rapport building, Regime and Private delegate liaison, Hospital management skill ,**P&L Analysis**, Admin, QA /QC skill ,Gas plant **Safety**, SITC of Various Solar System, Water treatment skill, Environmental approvals, facility management and waste recycle and management, construction service coordination, project planning, Economic **warehousing**, transportation and **delivery** management ,Amicable Team handling ,MIS, Building **MEP** works, **soft skills**, **Customs** clearance, insurance and approvals , Ascertaining best performer ,Sales force training and finding market trends and correlating competitors performance and policies, Elevating business ethics by selecting right candidate, Excellent communication aspect and copious **leadership** skills would benefit **the company** invariably.

I have attached my resume and received awards for your review and I look forward to being given an opportunity for a personal meeting to elaborate business mounting strategy in TOTO.

Thanking you

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Language Skill – Tamil, English, Malayalam, Hindi, Bengali, Telugu, Kannada, Arabic

Software – AutoCAD, MS Office Suite, SAP, ERP, Martech, CMS, BIM Coordination,

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