

Jitendra Vir Singh

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Snapshot

- 10.5 yrs of Marketing, Business development, Growth Strategy, RFP, Project management, Engineering estimation, Partnership and Contract management experience extensively in **Infrastructure domain**
- MBA in Marketing and Finance from **Indian School of Business, Hyderabad**, (Top tier B-School)
- **Global experience** of handling business in India, Middle East, Africa, South East Asia and Eastern Europe
- Proven track record of growing business and **increasing market share** through **frontend sales & business development, joint ventures & consortiums** leading to **sustaining revenue** with x % profit booking
- Strong **negotiations skills** with acumen of developing long term relations with clients leading to **repeat orders**
- Extensively experience with **PSP model** and **PPP Model**
- Part of KEC's Young Executive Board (YEB), Developed **growth strategy** for FY 2013-14

Professional Experience

KEC International Ltd., Mumbai (Flagship Company of RPG Group)

Operating in more than 50 countries, KEC is one of the global leaders in Power Transmission & Distribution

Manager – Marketing & Business Development

Jun 12 – Present

- Heading **Western & Northern region**, Also holding BD responsibility for **International markets** (Africa, South East Asia, Eastern Europe)
 - **Developed different sales strategy** for different utilities, involving scanning of opportunities, estimation of available & addressable market, leading to development of **annual sales funnel & target budget**
 - Initiated business with **PSUs (NTPC, NPCIL)** and private industry (**Reliance, Adani, TATA**)
 - **Identified & hired** 6 strong liaisons to target high potential Govt. utilities. Achieved 70% of the annual target (\$60million) in a span of 6 months
- Played instrumental role in winning projects for more than \$ 200M from **Morocco, Algeria, Tanzania, Kenya, Mozambique, Philippines and Malaysia**
 - Worked with **Chief Eng. & Sup. Eng.** of utilities regarding KEC's prequalification issue and got KEC qualified in 90% of the floated tenders
 - Prepared bid strategy, procurement plan and arranged competitive prices from regional contractors
 - **Developed strategically partnership** with regional offices of suppliers such as **ABB, Siemens and Alstom**
- Managed multiple Joint ventures of KEC to broaden addressable market; got these J.V. approved by Govt. authorities
 - **JV for Indian market** - with CHEM (Taiwan) for \$8 million MSETCL project & with PINGOA (China) for \$20million Power Grid Project
 - **JV for International market** - with Al Mulla Group for \$100M project in Kuwait, three party JV with Illyrian Consulting Engineers (Italy) and Shansi-Invest (Albania) for \$40 M project in Montenegro, Europe
- Initiated a **monthly power sector analysis** report for CEO Power System, KEC. Report includes updates on power industry, competitors' moves & their affects on KEC
- Development of **Market intelligence tool (ERP-JD)** to improve strike rate & competencies of tendering team
 - Leading a cross functional team to develop and implement this tool across all SBUs
- Included in KEC's Young Executive Board (YEB), responsible for developing future strategy
 - Part of a team to **develop growth strategy** for FY 2013-14: Company decided to move to higher voltage (400-765 KV) and also to enter into Private Industry domain

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Nuclear Power Corp. India Ltd, Mumbai (A leading PSU in Power generation)

Manager (SO-E) – RFP and Business Development

Sep 08 – Mar 11

Worked extensively on **Private Sector Participation model**, RFP & Contract fabrication and **Consultants finalization**
Awarded **Gold medal from President of India** for excellent contribution towards Department

- Spearheaded a divisional team of 6 officers to prepare RFP for more than **20 big budget (above \$5M)** projects
 - **Led negotiations** and facilitate open lines of communication with bidders leading to faster closure of contracts and removal of ambiguity at later stage
- **Developed sales strategy** for a 100 % indigenized developed product (**a multipurpose machine for Power plants**)
 - Developed a variety of clientele, from private industries, to Govt. organizations, to independent contractors
 - Identified product's applications in other areas. Generated the **order for continuous production up to 5 years**
- **Prepared a road map** for Public sector participation (**PSP**) **Model**; Presented it to CMD, NPCIL and other CXO level officials from Govt. and Industry
 - Identified and assessed potential partners such as L&T, Gammon, Honeywell, and PI-Germany. Doubled the no. of projects under PSP model in 3 years leading to **20% reduction** in avg. project completion time

Manager (SO-D) – Contracts management and Bidding

Sep 06 – Aug 08

Represented department and **developed high level relationships** with top management of Indian and international companies

- Prepared the contracts for challenging projects related to **power plants** such as Development & Installation of a vessel (7meter diameter & 7meter height), Manufacturing, Erection & Commissioning of **super heater**
 - **Led cross-functional teams** (10 members including 5 engineers) comprising people from planning, production & installation to prepare these contracts from end to end
- Developed partnership with Fermi Lab-USA, Led a team of **5 Indian & 3 US officials** to participate in a project related to CERN, Switzerland
 - **Won this project (Order- \$ 40M)** through competitive bid process against eight other bidders
- Member of a high level team constituted to increase nuclear power generation by five folds by 2020
 - Member of a task force to **perform due diligence on companies such as GE Hitachi and Areva** for potential partnership, framed key contractual conditions for \$ 1500M deal between NPCIL and Areva

Project Engineer (SO-C)

Sep 03 – Aug 06

- Managed and coordinated four projects (total value:\$15M) for Power plants at Tarapur and Kota
 - Responsible for Project planning, Scheduling, Procurement, Subcontractor finalization, Type tests. Implemented MSP tool to improve efficiency in these projects.
- **Project's value estimation** for RFP based on design calculations
 - Used sophisticated Comp. Aided simulation tools (IDEAS, ANSYS) for quantity estimation

Anand Duplex Pvt. Ltd., Meerut (A Captive Power generation plant)

Graduate trainee in power generation department

Aug 02 – July 03

- Designed pressure vessel and **oversaw fabrication of boiler** for captive thermal power plant of 2 MW

Education

Indian School of Business, Hyderabad

Apr 11-Apr 12

- Post-Graduate Program in Management (Marketing & Finance) (CGPA 3.43/4.00, GMAT 730/800)

Homi Bhabha National Institute, Mumbai

Sep 03-Aug 04

- 1 yr on job PG diploma in Power Engineering with rotational training in 4 units of BARC/NPCIL. Ranked 3rd among 105 officers

U.P. Tech. University

Apr 98-Jun 02

- Mechanical Engineering with honors (80.5 %), Ranked 2nd in class of 70 students (Top 5% in 1000 in university)