|  |  |
| --- | --- |
| Jai Prakash Yadav | jpyadav@gmail.com,jpy@rediffmail.com  +91-9810553231 |

**Middle Management Professional: Advisory, Strategy, Pre-sales, Business Development, Tender Solutions**

*Sector Preference: Infrastructure/ Consulting/ Engineering/Utilities/Water/ Oil & Gas/ Geospatial// E-governance*

# **PROFESSIONAL SNAPSHOT**

A seasoned multi-functional inter-disciplinary professional having **Nine (09) years’ experience** in participating in business strategies and handling various Bids (RFP,RFQ,RFI/PQQ/EOI/ITT) inInfrastructure, Geospatial and IT services arena.

* Honed skills in Strategic planning, Market trend analysis, Bid monitoring, Bid management, Proposal development for a wide range of leads pertaining to:
* **Infrastructure** (**Urban water & waste water, Railways, Metro, High speed rail, LRT, Power, Roads and Bridges, Ports**, Resettlement and rehabilitation, E governance, Airports, Education, Environment, Health, SEZ, Telecom, Oil & Gas)
* Land Information Management (Urban planning, Municipal, Survey and Application development)
* Agriculture and Natural Resources (Remote sensing, Mining and Geological studies ),
* Risk Modeling and Insurances (Hazard, Data exposure, Risk Modeling & Analytics,).
* Worked for National, International (Middle East, South East Asia, Africa, US, UK, Europe,) multilateral funding agencies (World Bank, ADB, UNDP, and JICA), Government and private clients.
* Expertise in monitoring the technological trends and assimilating the relevant changes.
* An effective communicator with good analytical, documentation, presentation, and relationship management skills.
* Have record of accomplishment for meeting timeliness, goal achievement and managing key account relationships.

# **CAREER RECITAL**

# **Since Aug’13 – Till Date with Feedback Infrastructure Pvt. Ltd as Manager (Advisory –**

# **Board of Growth and Development)**

* Assist the Transportation and BoGD departments to establish and enhances on the International market in Water/ Railways/Metros and other infrastructure services preferably on multilateral donor finances assignments.
* Middle level account management and work closely with key management to build capacity and networks (initially on manpower requisitions assignments)
* Support in key account management for Railway, Metro and water sanitation consulting business.
* Business plan preparations and internal discussion to draw up strategy and set priorities
* Proposal/EOI/PQ response preparation
* Support firm in Advisory and Technical services including (Strategic planning, business planning, feasibility, process improvement, Urban planning, Incubation and project structuring), Planning and Engineering (Master Planning, Infrastructure Planning, Detailed Project Report, Design and Engineering, Transportation Planning and Traffic and Revenue Studies), Transactions ( Financial advisory and Investment banking), Project management ( Design and Construction management, Construction Supervision)and Operations and Maintenance (Roads and Highways Power)services.

# **Since May’12 – Aug’13 with Infrastructure Leasing & Financial Services (IL&FS)**

# **Environment as Assistant Manager**

Played key role in Business Development Unit, entailing leading the presales team (10 key sectors i.e.Infrastructure, Urban & Utilities, Environment & Agriculture, Telecommunication, Business GIS, Disaster management, Defense & Intelligence, Health and Finance & Insurance), planning strategy for business development across the globe, Market search, lead generation, bid management process and preparation of analytical reports.

# **Since May’05 –May’12 with RMSI Private Limited as Assistant Manager**

* Jan’10 – May’12 - Assistant Manager (2 promotions)
* Oct’07 – Dec’09 - Sr. Executive
* May’05 – Sep 07 - Engineer
* Accountable for a gamut of functions pertaining to bidding by responding responses to tenders.

# Reviewed analyzed, developed, handled and presented structured technical / commercial proposals. Responsible for the development, delivery, and presentation of EOIs, PQQs, RFQs, etc.

# Worked closely with technical & sales teams for innovative solutions based on client / proposal needs.

* Designed innovative technical Solution based on specific needs and requirements.
* Prepared commercial offers/ proposals for international and national bids.
* Presented Mockups, demos, pilot for ongoing projects
* Undertook Profitability tracking and resource capacity utilization.
* Acquired comprehensive knowledge of Operational Process, Quality Assurance, GIS Processes, Modeling, and mapping techniques.
* Tracked opportunities via web, referrals, partners and Internals etc.

# Coordinated for bid development activity with internal / external teams including delivery, sales, corporate communication and external vendors / partners.Owner of lifecycle of bids / proposals (commercial & technical).

* Undertook a key initiative, managed & updated organization wide web based Central Bid Repository and Management System “operational management system (ROMS)”.It helped the organization gain visibility, insight, and control across all work, enhancing decision-making, and improving alignment with business strategy, maximizing resource utilization, and measuring and helping to increase operational efficiency.Managed & updated.
* Mentored, managed and monitored the performance of multi-skilled work force and conceptualizing need-based training programs
* Planned and scheduled to ensure running projects within cost and time parameters.
* Managed multi-skilled team towards a common project execution target to high quality.
* Rendered support for Sales & Marketing, Corporate Communication and Technical Teams.
* Interfaced with clients, gathering their requirements and communicating to the technical teams.
* Report preparation to facilitate decision making with consummate ease:

# Handled the consolidation and finalization of comprehensive analytical reports based on order book pipeline, bid win / loss, time & effort spent on bids and other pre-sales activities.

# Ensured timely preparation and consolidation of Business Unit Order Booking Reports to evaluate strategy and tactics, financial or operational performance, or to assess resource requirements.

# Prepared the Business Units Performance Report, Business / Monthly Performance Presentations.

**As Engineer**; worked on ongoing projects like **Egovernance City GIS solution for Lavasa corporation** Limited, Rajasthan urban information system, Optical fibres layout and networking project for Ministry of Kuwait. involved in pilot projects, undergone various GIS tools training. Prepared demos on ESRI , Autodesk , Erdas and othet in house tools.

# **SCHOLASTICS**

|  |  |
| --- | --- |
| Courses | * M.Tech (water resources engineering), 2005, IIT Delhi * B.Tech (Civil Engineering), 2003, HBTI Kanpur |
|  | * Kriging of hydrological Variables * Updating of water distribution system-A case study |
| Paper/Publication | * Various Types of Joints in Structure * Loads Study in various types of structures |
| Workshops/ Trainings Attended | * Participated in EXPO 2014 – **International exhibition and conference** on Water & Waste water management (South Asia Largest event in water Infrastructure) * Trained on **Communication and presentation skills**, 2010 * Coordinated and participated in National conference on “Advances in Civil engineering: perspectives of developing countries”, 2003. * Conducted Tests on **Soil, Cement, Concrete and Material Study**, 2002 - Central Soil and Material Research Station (CSMRS), New Delhi |

# **COMPETENCIES OVERVIEW**

|  |  |  |
| --- | --- | --- |
| Strategy planning | Business Development | Bid Management |
| * + Transportation & Logistics | Water and waste water | Oil/Gas & Energy Study |
| Utilities survey and mapping | Infrastructure services | Housing & Townships, Retail and Urban Development |
| Geospatial (Data & application) services | Digital Image Processing Techniques | Remote sensing based Crop yield, acreage estimation |
| CBM, Mineral and Geology Study | Disaster Risk Reduction | Climate Change Adaptation |

# **TECHNICAL SKILLS & AWARDS**

* Civil Engineering Tools: MS Project, AutoCAD, Prima Vera, 3D Home, STAAD-Pro, NISA , Free FEM++, Ansys, HEC, RISA 2D and 3D, HECRAS,HECGEM and Aquatox etc.
* GIS Tools: ESRI: ARCGIS Suite, ARC SDE, ARC View, Network Engineer, Arc FM. Remote Sensing Tools ENVI, ERDAS. Autodesk: Auto CAD Map2004, Auto CAD, Microstation
* Presentation Packages: Adobe Photoshop, MS Visio , MS Office , Inhouse tools
* Programming Languages: BASIC, FORTRAN, PASCAL, Mat lab, C, C++
* Received ‘Creative Genius Award’ for providing creative solutions and new solutions
* Sports and Literary secretary of Association of Civil Engineering, HBTI, Kanpur Literary Secy. at Hostel level, HBTI, Kanpur (1999-00),Wing prefect( 2002-03)
* Won many prizes in Literary, Cultural, and Sports events.

# **PERSONAL DOSSIER**

|  |  |  |  |
| --- | --- | --- | --- |
| Date of Birth: | 01st January 1980 | Languages | English, Hindi |
| Nationality | Indian | Marital Status | Married |

References: Available on request