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| **­­­Tarsem Singh (Techno Commercial Manager)**  **Email**: 28tarsem@gmail.com  **Phone No** : +91-9999987102 |
| **Key Strength Area**   |  |  |  | | --- | --- | --- | | * Contract Management | * Project Management | * Risk Management | | * Procurement Management | * Claim Management | * Cost Management | | * Dispute Management | * Stakeholder Management | * Business Development | |
| **Education**   * **MBA (Finance Management)** from Sikkim Manipal University. * **B.Tech (Mechanical)** from Kurukshetra University in 2004. * **ACPDM** (Advance Certificate of Power Distribution Management from IGNOU. * **Prince2 Certified-** Project Management Certification. |
| **Executive Synopsys**  Seeking a challenging leadership role with a reputed manufacturing/engineering/consulting company to utilize acquired knowledge and skills and deliver best-in-class results   * **Diverse management background** in handling Contracts Management, Cost Management, Claim Management, Supply Chain Management, Project Management & Risk Management. * **Sound techno-commercial acumen facilitating effective negotiations** delivering considerable savings over quoted rates/budget estimates and resolve all Technical & commercial Issues with customer. * **Successful negotiation** of contract with customers & vendors with compelling arguments. * **Coordination** with Customer, supply/purchase/procurement/logistic department, Project management, execution, commissioning team & Project engineering team. * **Effective management** of Project Finance and developing need based solution to meet the Project requirement. * Ensuring all aspects of contract during bidding and execution phase are getting addressed with objective of contribution to maximize Project revenues. |
| **Professional Experience**  **17.5+ years** of work experience in developing, implementing and managing complex EPC projects within time and budget.   1. **Adani Enterprises Limited-Natural Resources, Ahmedabad (Gujrat), India - Jan 2022 –till date worked as Senior Manager- Techno Commercial & Contracts Management.**    * + - The company has business in Mining Airports Roads Water Management Solar Manufacturing Defence & aerospace etc and has offices worldwide.   **Projects : India Mining Business:-**   * **Parsa East & Kanta Basan (PEKB Mine & KE Mine), Chhattisgarh** having capacity 21 MTPA & 9 MTPA. * **Gare Palma (GP I & GP II and GP III), Chhattisgarh** having capacity 38.6 MTPA & 5 MTPA. * **Talabira Coal Mine & Kurmitar Iron Ore Mine, Odisha** having capacity 23 MTPA and 9 MTPA. * **Gondkhari Nagpur & Gondbahera underground coal mine** having capacity 1.2 MTPA and 3 MTPA.   **Roles & Responsibilities:-**   * Expertise in Project Procurement, Service Contracts, Cost estimation, Vendor development & Management, Procurement strategies, Process Improvement etc. * Providing guidance and leadership on contract related matters to all business team members. * Ensuring timely and accurate execution of contracts including payments, claims, variation orders, warranties, provisions, guarantees and Implements Procurement strategies, aiming to optimize project results etc. * Dispute management of complex contracts with interfaces between key stakeholders at all levels. * Review and analyse Tender /Contract documents as per FIDIC. Finalizing GCC, SCC, Schedules, payment terms, warranty, performance terms, delivery terms etc. Negotiate contracts terms and conditions with suppliers. Knowledge of INCOTERMS & regulations associated with Import/Export. * Assessing the success of the contract in closeout process and determines if there are any lessons learned for future contracting. * Acquainted with working in an SAP/ERP/Ariba environment.  1. **BGR Energy System Ltd, Chennai, India- Jun 2020 to Jan 2022, worked as Senior Manager – Contracts & Procurement Management.**   **Projects:-**   * **660 MW** Supercritical Ennore Thermal Power Project at BGR for Tamil Nadu Government, India- INR 4442 Cr. * **800 MW** North Chennai Thermal Power Project- Balance of Plant forTamil Nadu Government, India- INR 2600 Cr. * **3X660 MW** Supercritical Thermal Power Project- Balance of Plant forNUPPL (UP Govt.), India- INR 2788 Cr.   **Roles & Responsibilities:-**   * Review and analyse Tender /Contract documents as per FIDIC. Finalizing GCC, SCC, Schedules, payment terms, warranty, performance terms, delivery terms etc. Negotiate contracts terms and conditions with suppliers. * Supporting sales team in bid review of Transmission Projects. * Claims management, claims review and preparation, contract analysis, cost analysis, documentation review, defence and dispute management. Resolution of payment issues with client.  1. **L&T Mitsubishi Hitachi Power System Ltd, Faridabad (HR), India - Jun 2010 –Mar 2020 worked as Senior Manager- Contracts & Project Management.**    * + - The company has business in engineering, construction, manufacturing goods, information technology, oil & gas and financial services, and has offices worldwide.   **Projects :-**   * **2X660 MW** SCTPP at L&T for SJVN Buxar (Bihar Government.), India-INR 2187 Cr. * **2X660 MW** SCTPP at L&T for RRVUNL Chhabra (Rajasthan Government.), India- INR 1839 Cr. * **Selective Catalytic Reduction (SCR)** pilot Project for NTPC Sipat (C.G), India * **2X700 MW** Super Critical Thermal Power Project at L&T, Rajpura, India- INR 2200 Cr.   **Roles & Responsibilities:-**  **Contract Management** (Pre award analysis and Post award administration, Project commercial, Risk management):-   * Managing multidiscipline projects through all phases of design, construction, commissioning and close out. * Develop Contract, Procurement & execution strategy as per company policy considering risk, pricing, scope & Schedule. * Analyse Contract documents as per FIDIC. Finalizing GCC, SCC, Schedules, payment terms, warranty, performance terms, delivery terms etc.   **Commercial & Taxation:-**   * Prepare Billing Break-up (BBU) to ensure positive cash flow for the Project life cycle. * Forecasting, planning & control of cost, Invoicing and collection of the Project. * Highlighting deviation in forecast & actual and proposing mitigation plan. * Reviewing Tender documents and highlighting Contractual Risks   **Supply Chain Management:-**   * Working with procurement managers and buyers to source the right products & negotiate contracts with suppliers. Plan and implement logistical strategy, ensuring targets are met. * Ensuring timely and accurate execution of contracts including payments, claims, variation orders, warranties, provisions, guarantees and Implements Procurement strategies, aiming to optimize project results etc. * Resolving PO discrepancies, supervising team to ensure timely supply & closure of PO in ERP. * Focusing on Process improvements & manage high satisfaction level service delivery for existing clients.   **Risk Management:-**   * Analyzing contract terms and identifying areas of possible risks & opportunities. * Quantifying risk values and proving contractual language to Project related solutions for mitigation/ minimize the risk in consultation with other Project stakeholders and assessing its impact on contract performance.   **Claim Management:-**   * Ensuring timely and accurate execution of contracts including payments, claims, change orders, warranties, provisions, guarantees, etc. * Claims management, claim review, contract analysis, cost analysis, documentation review, defence and dispute management with client & vendors.   **Cost Management:-**   * Develop Procurement strategy as per policy considering risk, pricing, scope & Schedule. * Doing cost analysis and conducting negotiations. * Knowledge of INCOTERMS & regulations associated with Import/Export. * Negotiating contracts terms and conditions with supplier’s w.r.t main contract.   **Internal & External Liaising/ Stakeholder Management:-**   * Interface with the Client, effective communications & Coordination with the Client and with other Project stakeholders from a contract, technical and commercial side, on day-to-day basis. Ensure on time delivery as per contract. * Dispute management of complex contracts with interfaces between key stakeholders at all levels. * Preparing purchase requisition, GRN, SES through SAP for timely processing of Invoices. |
| 1. **Tata Power Company ltd Jamshedpur (JH), India- Aug 2007 – Jun 2010**   **Worked as Executive O&M, Commissioning & Project Coordination.**   * Tata Power is India's largest integrated power company. The core business of the company is to generate, transmit and distribute electricity. Tata Power is a part of about US $100 billion diversified [Tata Group](https://en.wikipedia.org/wiki/Jindal_Group).   **Projects:-**   * **120 MW** of Thermal Power Project at Tata Power, Jamshedpur (JH), India. * O&M of 3x120 MW & 67.5 MW of Thermal Power Plant.   **Roles & Responsibilities:-**   * O&M, Commissioning and Project execution of 120 MW Thermal Power Project. * Successfully completed Air compressor, Steam Turbine, Boiler, ESP, CHP, Coal Mills, axial Fans and DM water Plant Installation & Commissioning for Power Project.  1. **Jindal Steel & Power Ltd, Raigarh (C.G), India- Dec 2004 – Jul 2007, worked as Project Engineer.**  * JSPL is a part of about US $18 billion diversified [Jindal Group](https://en.wikipedia.org/wiki/Jindal_Group" \o "Jindal Group) [conglomerate](https://en.wikipedia.org/wiki/Conglomerate_(company)). JSPL is a leading player in steel, power, mining, oil and gas and infrastructure in India.   **Projects:-**   * 3x25 MW of Thermal Power Project and 2x12.5 MW Turbo Compressor Project.   **Roles & Responsibilities:-**   * Project Execution, Commissioning and O&M of 3x25 MW Power Project and Turbo compressors. |
| **Soft Skills**  MS Office, M S Project, Primavera, SAP, PMT and T-Bits, Ariba. |
| **Personal Details**  **Nationality :**Indian  **Gender :**Male  **Marital Status :**Married  **DOB :**28 Feb 1981  **Passport No** :U6508440  Tarsem Singh |