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| **Contact No.:**  **Samarth Raval**  +91 9099995569  **E-Mail:** samarthraval9@gmail.com Current Address:  329, Urjanagar-2  Behind Prateek Mall,  Gandhinagar-Koba Road, Gandhinagar-382421  Gujarat, India    **DOB**: 05th Aug 1977  **Nationality:** Indian  **Marital Status:**  Married    **Passport No:**  S 9013481  Valid till: 22nd Oct 2028  **Personal Attributes:**  Perfection seeker.  Positive “CAN DO” attitude  Quick learning abilities.  Capable of working under stress  Hardworking  Ability to work in a team  Possess high drive to learn new technologies  **Languages** **known:** English, Hindi & Gujarati  **Interests:**  Yoga, Long Drive, Reading & Music.  **Ref.**  **Mr. Devendra Thakar**  Head- Business (Adani)  M-+91 9925244549  **Mr. Sanjiv Kothari**  Head- Techno  Commercial (AGEL)  M-+91 9726600998  **Mr. Vikas Gulati**  VP-Techno Commercial (AGEL)  M- +91 9099005639 | Objective  Obtain a prestigious position in an organization where I can utilize my engineering and managerial skills. To be a proficient engineer and a good human being and put into effect my skills for the growth of the organization and myself*.* I am a hard worker who is able to handle the responsibility of this very demanding professional.  Summary  Highly skilled Procurement with more than 23 years of experience in various diversified fields, of Procurement manager position in your organization. I have excellent abilities in procuring goods and services for businesses and sound tracking and inventory management skills.  Skill Set  Customer Service, Time Management, Employee management, customer relationship, communication etiquettes, Value Engineering, Negotiation, etc.  Work Experience (Total: More than 23 Yrs)  **Designation**: Sr. Manager -Techno Commercial  Adani Green Energy Limited (Previously with PMC Project India Pvt. Ltd. -Adani group Company)  **Duration:** 15th February 2015 to 20th May 2022  **Department:** Techno Commercial  **Job Responsibilities:** Working as Head- Site Techno Commercial (Rajasthan)   * Technical discussion with Projects, Site and Engineering team before and during the project procurement * Review the estimation / budgeted value with Project head * Receipt and review of technical offer submitted by Vendor and further submit to Engineering for their review * Receipt and review of Commercial offer with team * Negotiation with Vendor for Cost, Quality and Time * Review and approve the commercial notes * Review Contract Agreement and issue * Expediting of material with Vendor for delivery of material / services in time * Co-ordination with all stakeholders i.e. Engineering, Project, Quality, etc. for smooth execution of work / delivery of material * Develop vendor / contractor for execution * Organize and attending kick off meeting with Vendor * Post order Communication * Attending project review meeting * Sound acquaintance of SAP MM Module * Working with ARIBA automation for TC function   **Projects / Task undertaken:**   * Handling techno commercial function for Solar & Wind hybrid project, Rajasthan * 390 MW Hybrid Solar Wind Hybrid Project, Madhopura * 600 MW Hybrid Solar Wind Hybrid Project, Kajasar & Keraliya * 600 MW Hybrid Solar Project, Nedan   **Relationships & Authority:**   * Reporting to Vice President- Techno Commercial   **PMC - Job Responsibilities:** This position is responsible for handling Techo Commercial and Contractual aspects of EPC projects with following key aspects:   * Participation in Tendering Process * Technical discussion with Projects and Engineering team before and during the project execution * Receipt and review of tender document in detail for all aspects * Pre bid meeting with Client * Submission of techno-commercial proposal to Client * Post bid meeting with Client * Floating RFQs to respective & competent Vendor as per the procurement packaging strategy * Receipt and review of technical offer submitted by Vendor and further submit to Engineering for their review * Receipt and review of Commercial offer * Negotiation with Vendor for Cost, Quality and Time * Prepare Price Comparative Statement * Prepare NFA and take approval as per DOA * Issue LOA / LOI to Vendor * Prepare and issue Contract Agreement * Create order in SAP w.r.t the approved Purchase requisition * Expediting of material with Vendor for delivery of material / services in time * Co-ordination with all stakeholders for smooth execution of work/ delivery of material * Organize and attending kick off meeting with Vendor * Post order contractual compliances * Change / Amendment of the Order * Attending project review meeting * Review of Project progress and timely raising invoice as per agreed milestone payment schedule (MPS)   **Projects / Task undertaken:**   * EPC project of Development of Kattupalli Port, Tamil Nadu * EPC project of Development rail siding facility at Ennore, Tamil Nadu * EPC project of LPG pipeline from Mundra to Mithirohar * EPC project of Encl. 11-13, AHPPL, Hazira * EPC project of development of MPB-4, AHPPL, Hazira * EPC project of development of infrastructure for R& R colony, Ph.1 at Suliyari, Madhya Pradesh * Active participation in taxation exercise with contractors for the ongoing contracts entered into the GST regime * Single handedly completed procurement activities for entire project scope of work for: * Development of Bunkering facility at Mundra Port. * Liquid handling and export facility of Naptha at Mundra * Material shifting orders and other admin related orders at various sites   **Relationships & Authority:**   * Reporting to Associate Vice President- CAD   I joined PMC Projects (I) Pvt. Ltd in 2015. I was responsible for the project expediting of the material for various project site i.e., Dhamra, Hazira and Dahej.  Previous Employers  **From 1st June 2010 to 9th February 2015 (4.9 Yrs)**  **Designation**: Deputy Manager QA/QC, Metso Minerals (India) Pvt. Ltd., Gurgaon. **Department:** QA /QC  **Company Profile:** Metso is the Original Equipment Manufacturer for McNally Wellman, Stephens-Adamson, Cable Belt, Strachan & Henshaw (BMH), Dravo Wellman, McDowell Wellman, McNally Pittsburg, NICO, Mead Morrison, MKT Corporation, PECO, Nolan HCM and Svedala.  **Job Responsibilities:** This position is responsible for inspections / arranging inspections of BMH Equipment, Crushing & Screening, grinding products from incoming materials to finish product.   * Understanding of National & International Metso Standards. * Preparation of Project Specific Quality Assurance Plan. * Dealing with customer for Project QAP approval. * Review and deliver the inspection requirement and best practices to all field engineers deputed at suppliers’ end. * Review and audit suppliers’ processes and facilities * Managing inspection activities at more than 100 suppliers’ end. * Managing team of 10 Quality Engineers * Vendor Development * Quality man hour Budget monitoring and control * Training and development of Employee * Developing Quality System & Process * Visiting Customers’ site to attend and resolve site complaints. * Carry out defect analysis at Suppliers’ end and Customers’ end * Handling / control SAP activity for Quality Module for defects and cost analysis and record. * Conveying Quality Committee for Non-compliance and Field complaint disposition   **Relationships & Authority:**   * Reporting to GM Quality * Handling a team of 10 Quality Engineer   **Achievements:**   * Awarded by Gold Award in Year 2013 for developing quality plans and processes * Developed and successfully implemented inspection technique for Side Arm Charger (HCIL & Reliance) * Developed and successfully implemented inspection technique for C-Frame Wagon Tippler made first time in India * Developed vendor for VPA Chutes manufacturing in India. * Training at Metso, Sala, Sweden for Slurry handling Processes * Actively participated in Development and implementation of SAP-Quality Management module   **From 15th of April of 2002 to 27th of May 2010 (8.1 Yrs). Employer**: AIA Engineering Ltd., Odhav, Ahmedabad (Gujarat) (An ISO-9001:14000)  **Designation**: Inspection Engineer **Company Profile:** AIA Engineering Limited is a leading foundry/engineering group for supply of crushing and grinding parts to Cement and Thermal Power Plant all over India and overseas.  **Job Responsibilities:**   * Preparation of Quality Assurance Plan, Procedures, Shop weld plan, testing plans. * Preparation of Welding Procedure Specification (WPS) and PQR’s as per ASME sec-IX. * Selection and calculation of welding consumables for assigned projects as per ASME Sec2C. * Welder Qualification as per ASME Sec-IX, and their training. * Inspection of Raw material as per specification. * Stage and final inspection of all fabrication / machining parts. * Inspection and Assembly fixture procurement. * Co-ordination with client / inspection agency / consultant. * Dealing with customer/TPI for inspection, i.e. BHEL, NTPC, SGS (India) Ltd., FCB Cement-Germany, FLS, KHD Humboldt-Germany, QUEST, etc. * Responsible for NDT, Destructive Testing, Mechanical & Chemical testing, * Knowledge and practical experience of SS304, SS409, SS316, SS410 and MS Welding. * Vendor Approval and Development   **Projects Undertaken:**   * Successful implemented inspection techniques of Level Control Diaphragm and Outlet Diaphragm from Dia 1900 mm to Dia 6300 mm Ball Mill to various cement plants. * Designed fixtures and implemented for inspection MPSP spares – Bull Ring Segments, Vane Ring Assembly and liners to Thermal Power Plants. * Design, procurement and inspection of assembly fixture for Bull Ring Segments-Korea Project and Table Liner-Vietnam Project   **From 1st October of 2001 to 13th April of 2002 (7 Months). Employer**: Ahmedabad Excavator (Dealership of L & T Case Pvt. Ltd.), Ahmedabad, Gujarat- India   * **Designation**: Service Engineer **Company Profile:** Dealers for L & T- Loader Backhoe and Tandom Vibratory Compactors.   **From 2nd July of 2000 to 30th September of 2001 (1.3 Years). Employer**: Capious Road Tech Private Limited, Vatva, Ahmedabad, Gujarat-India   * **Designation**: Service Engineer **Company Profile:** Manufacturing and supply of Mechanical Paver Finisher and Drum Mix Plant- road construction equipment.   **From 1st January of 1997 to 30th March 1999 (2.3 Years). Employer**: Gujarat Apollo Equipment Limited, Mehsana, Gujarat-India   * **Designation**: Service Engineer **Company Profile:** Manufacturing and supply of Hydraulic Sensor Paver Finisher Mechanical Paver Finisher and Drum Mix Plant- road construction equipment.   Education Qualifications   * **B. Tech in Mechanical Engineering** (July 2017)from OPJS University, Churu, Rajasthan * **Diploma** **in Mechanical Engineering** (October 1996) from Government Polytechnic, Chhotaudepur, Gujarat-India   Additional Trainings / seminar   * AutoCAD 2000 & MS Office * SAP- MM & QM (Module)   Declaration  I consider myself familiar with the various aspects of Commercial & Contracts and welding & inspection processes. I am also confident about my ability to lead as well as work in a team. I hereby declare that the information furnished above is true to the best of my knowledge.  **Place**: Ahmedabad |