

SANJEEV KUMAR SINGH

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Summary

OT Systems Expert with over 9+ years of experience in commissioning, proposal, and tender management. Skilled in preparing comprehensive techno-commercial proposals and transitioning into OT cybersecurity, with an understanding of ISA/IEC 62443 standards.

Skills

- Operational Technology (OT) Knowledge i.e. DCS, PLC, RTU, SCADA and HMI.
- Cybersecurity principles, especially related to OT environments.
- Networking: Understanding of network architecture, protocols, and hardware relevant to OT environments.
- Proposal and Tender Management: Proposal Writing, Bid Management, Cost Estimation and Contract Management.
- Project Management: Project Planning, Stakeholder Management and Resource Management.
- Soft Skills: Communication, Problem-Solving, Attention to Detail and Adaptability.

Work Experience

Senior Proposal Engineer: OT System and Its Security

Emerson Export Engineering Center, Pune

Aug 2023 – Present

- Responsible for preparing comprehensive techno-commercial proposals for global customers in coordination with Emerson's global business units (MEA). This includes projects for both greenfield and brownfield OT systems, ensuring their security.
- Responsible for preparing Cybersecurity Solutions proposals for DeltaV Systems i.e.
 - NextGen Smart Firewall, DeltaV Firewall-IPD, Backup and Recovery, Application Whitelisting, Endpoint Security, Network Security Monitor (NSM), Integrated Patch Management, Security Information and Event Management (SIEM), Threat Monitoring Solutions.
- Key responsibilities included strategy development, financial analysis, documentation, and ISO 9001 audits.

Proposal Engineer: OT System

Rockwell Automation India Private Limited, Noida

Feb 2022 – Aug 2023

- Responsible for preparing comprehensive techno-commercial proposals for global customers in coordination with Rockwell's global business units (EMEA). This includes projects for both greenfield and brownfield OT systems.
- Designed system architecture, prepared BOMs, ensured RFQ compliance, developed technical queries, optimized bid preparation, and maintained presales handover per ISO 9001.

Senior Proposal Engineer: Industrial Automation System

Aver Solutions and Global Services, Mumbai

Aug 2021 – Jan 2022

- Responsible for the overall proposal of the OT System for both global customers, specifically those in the Middle East, and domestic customers.
- Designed system architecture, prepared BOMs, developed technical queries, compliance statements, optimized bid preparation, and maintained presales handover per ISO 9001.

Estimation Engineer: Industrial Automation System

Evio Pvt. Ltd, Mumbai

Oct 2018 – Jul 2021

- Responsible for preparing proposals for the OT system by following established processes to deliver high-quality, cost-competitive technical, and commercial offers. Ensure successful sales growth through follow-up and customer visits for negotiation.
- Designed system architecture, prepared BOMs, ensured RFQ compliance, developed technical queries, optimized bid preparation, and maintained presales handover per ISO 9001.

Project Engineer: Industrial Automation System

Precise Ind. Sol. Pvt. Ltd, Mumbai

Sep 2017 – Oct 2018

- Developed and commissioned automation systems for the pharma industry i.e. Ointment / Gel / Cream and injectable plant.
- Conducted FAT and SAT with its qualification processes i.e., IQ, OQ, PQ and provided training to client personnel.
- Developing and maintaining healthy relationships with field crews, contractors and vendors

Automation Engineer: Industrial Automation System

MNC Automation Pvt. Ltd, Noida

Jul 2015 – Jun 2017

- Designed and commissioned PLC, HMI, and SCADA systems for the steel, leather, and F&B industries, ensuring project completion within timelines.
- Conducted FAT and SAT, provided training and maintained client relationships.

EDUCATION

- **Bachelor of Engineering (E.C.E)** - P.C.S.T (R.G.P.V University Bhopal, 2015) - 8.16 CGPA

CERTIFICATIONS

- Industrial Automation Engineer from Sofcon Group
- DeltaV Systems and Software (Training 7409-1431) and GAMP5 from Emerson
- SAFe®: General Overview course from Udemy
- Fundamentals of OT Cybersecurity (ICS/SCADA) from Udemy
- Introduction to Control System Security from ISA
- IEC/ISA 62443 Cybersecurity Bootcamp (OT Security Huddle, VJTI, Mumbai)

ORGANIZATIONAL INITIATIVES/RECOGNITION

- Participated in Emerson Global Hackathon
- Key team player for the Proposal Initiative Tools i.e. Proposal Studio tool and Budgetary tool.
- Volunteer for the CSR team across Emerson
- Outstanding Contribution Award for Excellent support in various Modernization Upgrade Proposals from Emerson
- Appreciation from EMEA Rockwell Business Unit for the Global Proposal Program.

ADDITIONAL DETAILS

Gender: Male

Languages: English, Hindi

Marital Status: Married

Permanent Address: Siwan, Bihar-841438