

SANJEEV KUMAR SINGH

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Summary

Proposal Engineer specializing in OT systems with over 9+ years of experience in techno-commercial proposals, tender management, solution architecture, and commissioning. Skilled in OT cybersecurity frameworks (ISA/IEC 62443), network security, and designing secure automation solutions. Proven track record in delivering comprehensive proposals and overseeing the commissioning of OT systems for critical infrastructure and industrial control systems (ICS/SCADA).

Skills

- Operational Technology (OT) Knowledge - DCS, PLC, RTU, SCADA and HMI.
- OT Security Solutions - Firewalls (NextGen, DeltaV, etc.), Backup and Recovery, Application Whitelisting, Endpoint Security, Network Security Monitor, Integrated Patch management, Security Information and Event Management (SIEM) and Threat Monitoring Solutions with IEC 62443 Compliance.
- Network Security - VLANs, DMZ, Purdue Model, Secure Remote Access.
- 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.
- Designed and developed detailed proposals for OT systems, ensuring compliance with IEC 62443 standards. Created tailored solutions for industrial environments, including advanced networking and automation technologies. Collaborated with global teams to enhance the overall effectiveness and security of OT systems in automation projects.
- 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 IFAT, FAT and SAT with its qualification processes i.e. IQ, OQ, PQ
- 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 – Sofcon Automation
- DeltaV Systems and Software (Training 7409-1431) and GAMP5 – Emerson
- Fundamentals of OT Cybersecurity (ICS/SCADA) – Udemy
- Introduction to Control System Security – ISA
- Certified in Cybersecurity (CC) – ISC2
- IEC/ISA 62443 Cybersecurity Bootcamp - OT Security Huddle, VJTI, Mumbai
- SAFe®: General Overview course – Udemy

Organizational initiatives/Recognition

- Participated in Emerson Global Hackathon.
- Participated in Emerson initiative i.e. CSR team.
- Key team player for the Proposal Initiative Tools i.e. Proposal Studio tool.
- 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

Present Address: Pune, Maharashtra - 411048