

Kamal Kargeti MBA, Project Manager

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Project Manager, possessing organizational change management/change leadership skills and hands on experience coordinating internal/external resources in support of successful implementation of change efforts

MBA and BTech with speciality in Strategy and Finance, with special interest in electives including advance strategic implementation, change management, innovation, data analytics and financial modelling techniques.

KEY SKILLS ASSESMENT

- **Process Improvements and Change Management:** Devised and implemented processes, procedures, systems and internal controls to strengthen operations, increase productivity and enhance customer satisfaction. Acted as global as well as local change agent, lead various national as well as international teams and successfully implemented various transitions.
- **Leadership:** Hands on experience in building and leading cross functional project teams and stakeholder groups from project initiation through project operations
- **Strategic Management:** Experienced in vendor management, contract negotiations and strategic financial analysis to increase efficiencies and reduce costs while maintaining solid rapport with business partners. Implemented McKinsey 7-S model, extensive academic experience applying sophisticated statistical methodologies to real life simulations to resolve complex business and risk mitigation challenges.
- **Collaboration and Integration:** Routinely collaborates with a diverse group of subject matter experts during project initiation, scope development, and project execution and managing multiple scopes, schedules, budgets, and stakeholder communications
- **Negotiation and Problem Solving:** Conversant across multiple disciplines, understands complex problems and capable of negotiating mutually acceptable solutions. Client facing role which involved various negotiations related to commercial as well as technical matters
- **Budget Management:** Collaborating with senior executives in improving operations and budgets for the projects, managing and planning material procurement and requisitioning. Undertook various cost analysis, saving and risk assessment and mitigation task. Responsible for minimum Cost of poor quality of SBU

PROFESSIONAL EXPERIENCES

General Electrics (May 2011 – March 2017): **Project Manager**

Typical activities include:

- Process development, improvement, and management of the newly inducted SBUs' **smooth transition** into GE main business philosophy
- Experience in **change management processes and methodologies** including developing tactics to help shift mindset, behaviours and achieve results through an aligned and integrated change management approach
- **Develop robust product strategies, drove R&D and product cost reduction** exercises to provide competitive, state-of-the-art products into the market with focus on enhancing market share and increasing profits
- Strong business acumen and a solid understanding of **organizational issues and challenges**
- Facilitate a **culture of sharing and adopting best practices** across all functional areas, markets and seniority levels
- Support the design, development, management, and delivery of communications interfacing with **Corporate Communications**
- Develop and manage **key client relationships** for clientele in utility companies, government utilities and regulators
- **Solely-handed deployment of in-house ERP software**, across supply chain and training all Indian employees
 - Trained in US, then collaborated with internationally placed team for successful deployment
- Led team in US office for **new process development and successful implementation** in all global HQs for GE

- Formalised new **Work break down system**, WBS 5.5 for Indian projects
- **Applied six sigma and lean methodology**
 - Reduced man-hour and project schedule by 40%
 - Reduced cycle time between Vendor evaluation and final PO placement
 - Formalised lesson learnt exercise for the site and shop teams
 - Resolved shop and site query and issue

L&T-MHI Private Limited (Aug2007 - May 2011): Senior Engineer

- Analysed customer's requirements to determine the optimal process control system solution and determines applicable control configuration/architecture
- Responsible for providing recommendations for improvements and assists Project Manager to propose these to the customer
- Performed conceptual process control systems design, determination of process control system strategy, design of assembled programming
- **Developed in-house macros** for 3D modelling software and participated in the design, implementation, test and start-up phases of complex projects
- Managed shop/site issues and also assisted Project Manager with issues and determine changes which had commercial/scheduling impact
- Lead team for outsourced activities and other procurement activities
- Represented company in beta testing of 3D software in Siemens campus
- Collaborated with Mitsubishi (Japan) for developing and implementing 3D component model for the Boiler, MHI was first to introduce 3D modelling to component level, as opposed to the then industry trend of composite modelling

EDUCATION QUALIFICATIONS AND CERTIFICATIONS

- **Post Graduate Programme in Management from MDI, Gurgaon (class of 2018)**
- **Bachelor's in Mechanical Engineering from Uttar Pradesh Technical University, India (2007)**
- Proficient in **MS Office Suite, SAP, R, SPSS, E-Views, Time series, and Financial Modelling**
- Completed Certified PDUs for **PMP**
- Trained **six-sigma green belt** executive
- Certification in effective communication and negotiation skills : Alstom university
- Certification in Tendering & estimation: Alstom University
- Certification on ASME codes: Alstom University
- Member of American Society of Mechanical Engineer

OTHER INTERESTS

- Sports & arts captain of Dhanush-recreation club in L&T
- Member of cultural committee in Alstom
- Co-Founded mechanical department "Mech Eve" fest in college
- Playing guitar and photography is my hobby (Performed in college and corporate level)
- Enthusiastic biker, travelled cross country (Rode World's highest road-Khardung La- 3 times)

REFERENCES AVAILABLE UPON REQUEST