



RAGHAVENDRA U N

SENIOR PROFESSIONAL

Project Management | New Product Development | Strategic Planning & Leadership | Contract/Order Management | Techno-Commercial Functions | Customer Relationship Management (CRM) | Risk Management | Project Change Management | Logistics Management

✉ rforraghavendra@gmail.com, shreeramraghav@gmail.com

☎ +91- 9591641355

📞 live:.cid.94423b1c3f2fe1f6

Executive Profile

- **Engineering Qualified Professional** offering **over 13 years** of experience in spearheading the entire project & commercial functions, driving successful completion of multiple projects and milestones within time, on budget and scope constraints across **Manufacturing/Engineering Sector**
- **Top-performer and motivator** who has the added advantage of **Technology** as leverage to achieve timely results.
- **Proven track record** of sticking to objectives and making the most out of available resources.
- Rich experience in delivering **end-to-end projects** including new product development, engineering, erection, procurement, safety, operations, & maintenance **from inception thru deployment**, interface coordination with all functions and areas affected by the project.
- Excellent in **Contract Management** including negotiating the terms & conditions in contracts and ensuring compliance with the same.
- Expertise in **planning, executing and leading projects** involving engineering resource planning & management, estimation/bidding, site management, quality, vendors & subcontractors management.
- Proficient in leading end-to-end procurement function involving identification of opportunity, releasing **Request for Information (RFI)/ Request for Proposal (RFP)**, adjudication, negotiations and management of supplier and contract as per the organization's policies and governance framework.
- Excellence in **engaging & dealing with international clients** across **USA, North America, Middle East, Southeast Asia and African regions**.
- Impeccable record of **leading high-performance teams**, implementing continuous improvement programs and partnering with multiple global stakeholders including client, vendors & subcontractors for successful completion of projects

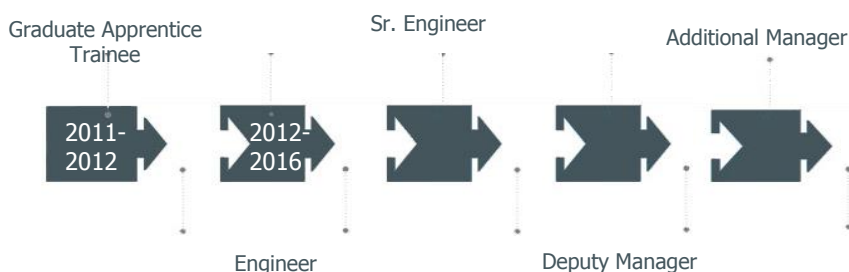
Key Skills

Strategic Planning & Leadership	Project Execution & Engineering
Project management	Mechanical Engineering (Project)
Contract Finalization/ Administration	Vendor Management/ Negotiation
Cost & Resource Optimization	Logistics Management
Risk Management	Team Management

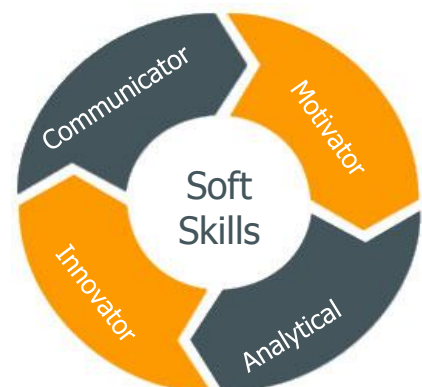
Education

- **BE (Mechanical)** from The National Institute of Engineering, Mysore from Visveswaraya Technological University in 2010 with 64.27%
- **Pre-University** from Govt. Maharaja's Pre-University College, Mysore in 2006 with 72.5%
- **SSLC** from Jyothi High School Mysore in 2004 with 83.2%

Growth Path (Triveni Engineering & Industries Ltd.)



Soft Skills



Professional Experience

Since Feb'11 – till date: Triveni Engineering & Industries Limited, Mysore
Joined as Graduate Apprentice Trainee and rose to the position of Additional Manager

Key Result Areas:

- Initiate, develop, select and approve the designs of the required systems within the project scope of supply, while maintaining the expected performance, cost and Leadtime of the order
- Create Customer Order Project by reviewing the handover documents, define work packages, derive detailed work breakdown structure, setup critical project milestones & finalising the order project plan and scheduling.
- Organising/Attending **Project Kick-Off Meeting, Customer Coordination Meeting, and Pre-Dispatch Review (PDR) meeting.**
- Monitoring **end-to-end functions** including Logistics Management of projects & delivery along with technical & commercial functions and responding to customer inquiries regarding all aspects of the equipment order
- Ensuring the customer satisfaction by assuring flawless execution of customer orders & seamless communication with customers during **OTC** phase.
- Preparing documents and distribution between the customer and major sub-suppliers.
- Spearheading engineering, procurement, pre-commissioning, start-up, and performance warranty activities of purchase requisitions such as raw materials like forgings, casings, and other major bought outs such as bearings, LOS systems, and other major purchased auxiliaries
- **Risk management:** effectively create, monitor, and control risk management plans.
- Directing the timely execution of orders to **customer satisfaction** regardless of internal resource and load. Establishing and nurturing positive relations with the customers as the **primary technical and commercial** contact within the organisation throughout the execution of the contract
- Developing project baselines, monitoring & controlling projects with respect to cost, resource deployment, time overruns and quality compliance to ensure satisfactory execution of projects.
- Participating in project meetings for **evaluating project progress and providing valuable inputs.**
- **Liaising** with all stakeholders including Engineering Consultant, Procurement, Subcontractors & Discipline Leaders, providing progress updates, and facilitating resolution of issues in a timely manner
- Anchoring purchase activities, sales orders and bill of materials against customer PO; following up with customers for ECR, Drawing and other technical information and approval.
- Providing **leadership and guidance** to Engineer II and Engineer I positions
- Initiate and lead **process improvement** projects within the group.
- Carrying out entire **SAP SD activities** to ensure smooth execution of projects.
- Strong skills in using **Project software like MS Projects & Microsoft Office tools for successful monitoring & execution of project.**
- Handling entire **Export and Import Logistics** in coordination with Custom Handling Agents across all the shipping ports in India and handling smooth custom clearance of materials for faster delivery.

Major Projects:

- **Design, manufacture, and supply of:**
 - MG1, MG2 & MG3 Gearboxes to CABS, Bengaluru for their Indigenously built Test Rig for Aircraft Engine IDG's
 - DSG-405 (S) Gearbox to RCube, Bengaluru for their Indigenously built Test Rig for EV motor testing at L&T
 - Auxiliary Gearbox for FN test rig of Hindustan Aeronautics Limited, Sukhoi Engine Division, Koraput
 - 15MW Helical Gear Box for BHEL, Hyderabad for Captive Test Rig Application (Motor)
 - 3.5 MW Complete Gearbox with Auto, Auto Turning Gear Arrangement and Main Oil Pump for Spec Engineering SDN BHD, Malaysia
- Refurbishment of ALLEN KKK Turbine Gear Internals with Hirth Gear Arrangement for Jebsen & Jessen Technology (M) SDN BHD, Malaysia within 3 months
- Development and supply of new set of gear internals as a replacement to Kobe Make Compressor of Smartchem Technologies Ltd., Srikakulam (A.P.) within 4 months
- Complete gearbox replacement of Renk-Tech Make Gearbox for Nuclear Power Corporation India Ltd., Tarapur

Technical Skills / Certifications

- Project Management Professional Certification Program (PMP)
- MS Projects
- AutoCAD
- SAP SD Module
- Office 365
- Lean Six Sigma
- Six Sigma Yellow Belt



Personal Details

Date of Birth: 4th January 1989

Languages Known: English, Kannada, Hindi, Tamil and Telugu

Address: E/1, 27, 16th Cross, Aravindanagar Mysore- 570023