

## DAIGY MACHUKATTU DEVASSIA

Software Engineer

### QUALIFICATION

2006 Master of Science in Mechanical and Industrial Engineering - ENSAM (Ecole Nationale Supérieure des Arts et Métiers) - PARIS - FRANCE

2001 Master of Science in Industrial and Civil Engineering, Major in Project Management - ETSI (Escuela Técnica Superior de Ingeniería Bilbao), UPV - BILBAO - SPAIN

1999 French Scientific Baccalaureate received with honours.- LYON - FRANCE

### WORK EXPERIENCE

#### ENGINEERING CONTRACTING CO. LLC

Nov 2021 - Present

#### BUINESS DEVELOPMENT MANAGER / BID MANAGER / DESIGN AND BUILD MANAGER

Manage the ECC GROUP business lines with the business development expertise, systems, and resources necessary to win new projects. Coordinate and seek market intelligence to develop, support and plan by maintaining a long-term view in terms of business opportunities that enable ECC GROUP to develop and grow. Select and negotiate partnerships with other entities to answer tenders adequately. Responsible for exploring new avenues of business, delivering bids, and negotiating contracts. Manage resources that are invested in tenders having the maximum probability of success, acceptable margins, and compliance with the broader business strategy.

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2. **dummy data**
  - *test data*
  - *dummy data*

### PROJECTS

Project	ALL TENDERS SUBMITTED BY ECC
Position	BUINESS DEVELOPMENT MANAGER / BID MANAGER / DESIGN AND BUILD MANAGER
Client	EMAAR, SELECT GROUP, NSHAMA, DUBAI MUNICIPALITY, SWISS PROPERTY DEVELOPMENT, ETC...
Contract Price	Several Billion AED of Projects
Scope of Work	Implement and manage all areas under Business Development including presentation of tenders and regular report to Board Of Directors for future and potential upcoming opportunities/projects and follow ups. Manage processes related to the tenders strategy to ensure that all proposals are delivered to schedule and budget, working very closely with estimators, quantity surveyors, site managers/ project heads and other key members of the company. Design, plan, organize, control Design and Build proposals. Manage the Design and Build function including managing the design consultants. Lead the development and preparation of Tender submissions, and Pre-Qualification and formal presentations. Contribute to post tender clarification process with senior management.

#### ARABIAN BREEZE LLC

Dec 2018 - Oct 2021

#### CO-FOUNDER AND GENERAL MANAGER



### PERSONAL INFORMATION

Nationality Indian

Languages English, French, Spanish

### COURSES / SEMINARS

ECC Rising stars Trainings:

Effective communication, Emotional Intelligence, Assertivness skills

Time and Stress Management, Critical Thinking, Leadership Essentials

Legal and Contracts Management

Insurance and Risk Management

### COMPUTER SKILLS

- Microsoft office
- AutoCAD, Sketchup, Primavera

The only Sailing yacht charter company in UAE. We organize catamaran trips lasting from a few hours to several days to the islands, mangroves and shallow lagoons along the Abu Dhabi coast. Role: - Purchase of the yacht, discovery of the Coast of Abu Dhabi Emirate, maintenance, marina. Mapping of routes and anchorages. - Company registration, website, bank account, insurances, accounting, legal, contracts, packages offer's creation. - Hiring of staff, visa, insurance, training of captain, stewardess and commercial representative, team management. - Marketing, photos and video production, Facebook adds, google adds, Instagram, partnerships, networking

**BESIX** Aug 2011 - Oct 2020

**TECHNICAL OFFICE ENGINEER - TECHNICAL MANAGER - PACKAGE MANAGER - BID MANAGER**

## PROJECTS

Project	ALL BESIX TENDERS
Position	BID MANAGER - Feb 2014 - Oct 2021
Description	Preparation & submission of tenders for major construction projects in the Middle East. ▫Dubai Water Canal. ~ USD 218M. Bid won in May 2014. ▫Warner Bros Theme Park Abu Dhabi, UAE. ~ USD 545M. Bid won in May 2015. - Al Wakrah Stadium for Qatar, 2022 Fifa world cup. ~ USD 570M. Bid won in December 2015. ▫The Royal Atlantis The palm, UAE ~ USD 840M. Bid won in Jan 2016. Best score for technical submission (7 competitors). ▫Dubai Storm water Tunnel (10km, 10m dia). ~USD 355M. Won in Sept 2017. JV with Porr. Dubai Uptown Tower (Multi use High rise tower 339m) ~ USD 328M won in Dec 2018. ▫Shindagha Corridor improvement (ponts et tunnel routier) ~ USD 120M won in Oct. 2019 ▫Many other projects (Marine, civil and building works).
Client	RTA, DEWA, Dubai Municipality, Miral, Kerzner / ICD, FIFA 2022 Supreme committee, ASHGAAL and many more
Contract Price	Several Bn AED
Scope of Work	- Read instructions to tenderer, contract, drawings and specifications.- Organize and assign tasks to the team for tender preparation. Coordination and follow up with the team.- Define the Project execution strategy to optimise costs by developing execution methods and planning.- Meet potential suppliers and subcontractors, subconsultants for defining bid strategy, and use their expertise on specific subjects.- Supervise the technical submission preparation, directing Engineers, planners and draftsmen.- Review the Budget costing prepared by the estimator, material engineers, quantity surveyors.- Prepare the indirect costs of the project (staffing, equipment, general and special attendances... based on the methods& planning).- Coordinate the technical and commercial submission interface, develop value engineering.- Review contract clauses and prepare the contractual, commercial and technical clarifications.- Evaluate the risks of the project using Risk Assessment Tools (Risk Matrix, Montecarlo probabilistic Assessment).- Make presentations of our offer to the Client and its Consultant during bid and post bid submission meetings.- Participate in negotiations.
Consultant	

Project	Business Bay Lagoons, Dubai creek extension
Position	TECHNICAL MANAGER - Nov 2013 - Jan 2014
Description	Marine Works - D&B Project - Excavation of the Dubai Canal, Construction of the quay wall, flooding of the canal, construction of an environmental and meteorological station in the canal, environmental protection of the Dubai creek
Client	Dubai Municipality
Contract Price	8 M USD
Scope of Work	Developed and Organized Construction Methods, planning, procurement, logistics, HSE, coordination with all project stakeholders
Consultant	BESIX

Project	Rehabilitation of dolphins in Ras Laffan, berth 4
Position	TECHNICAL MANAGER - Jul 2013 - Nov 2013
Description	Marine works - D&B Project - Repair concrete Dolphin for LNG tankers to berth during LNG filling at Ras Laffan harbor, Qatar
Client	Qatar-Gas
Contract Price	45 M USD

Scope of Work	Developed and Organized Construction Methods, planning, procurement, logistics, HSE, coordination with all project stakeholders
Consultant	BESIX

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Project	Cleveland Clinic Abu Dhabi hospital
Position	PACKAGE MANAGER - Oct 2012 - June 2013
Description	Building works - Cleveland Clinic Abu Dhabi is a state of the art Hospital build in Abu Dhabi
Client	MUBADALA
Contract Price	1.15Bn USD
Scope of Work	In charges of Several architectural packages
Consultant	Jacobs

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Project	Dubai Tramway Project (Al Soufouh Transit System Project)
Position	TECHNICAL OFFICE ENGINEER - Aug 2011 - Sept 2012
Description	Railway Infrastructure works - Design and construction of the Dubai Tramway lines in Al soufouh/ Dubai Marina area
Client	RTA (Road and Transport Authority), Dubai
Contract Price	950M USD
Scope of Work	In charge of the technical aspects of the Bridges Construction (Segmental bridges erection) + Testing & Repairing of the existing bridges of Dubai Marina In charge of Tram Stations technical aspects of the tram lines.
Consultant	Parsons

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## HOBBIES

Sailing, Swimming, Snorkling

Padel, basket ball, football

Reading & Self development