***SOUMEN SANYAL***

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**JOB OBJECTIVE**

Seeking top management positions with overall responsibility for Corporate Sustainability, Strategy and Growth .

**EDUCATION**

* Indian Institute of Technology , Kharagpur -- B.Tech. – Mechanical Engineering – 1975-1980
* Indian Institute of Management, Bangalore -- PGDBM ( MBA ) -- Finance & Marketing – 1984-86 ( Full Time )

**PROFILE SUMMARY**

* Over 28 years of experience in Core Industry in Corporate Sustainability, Strategy Formulation, Profit Enhancement , Efficiency Increase, Cost Reduction Projects.
* New Project Development, Project Execution , Project Management, Project Profitability and Cost Control.
* Extensive experience in representation to Internal and External Forums, e.g. Government ministries , both at the State level and at the Centre , Representation in Industry Bodies and National and International Conferences. Also in creaton of Forums for internal and External Stakeholders.
* Clarity in understanding of Project Finance, Cost Control, Profitability.
* Providing Assistance for Raising of Finance from Banks.
* Expertise in Team Building, Recruitment , Motivation and Retention.

**CORE COMPETENCIES**

* ***Corporate Strategy***  – Headed Corporate Development as **Vice President in ISPAT INDUSTRIES , Mumbai , (Mittal Group)** one of the seven companies manufacturing Base Steel ( Blast Furnace Route) at the time. Effectively handled Sourcing of Coal, Supply of Natural Gas, Mining Licences for Iron Ore, Plant Water Supply, Environmental Clearances , Development of Power Projects, Development of Ports, Railway Sidings, Land Procurement, and various other projects affecting Cost, Profitability and Efficiency.
* ***Business Development*** – Effectively handled Business Development of Mega Projects for more than 10 years in large Multinational corporations.
* ***Project Execution*** - Clear Focus on Time, Cost and Quality. Completed multiple mega projects in the last 10 years on schedule, overcoming various adverse circumstances.
* ***Project Management***- Having Expertise in Project Management practices, systems/software and procedures. This forms a firm foundation for effective Project Execution.
* ***Financial Management***- Being an MBA with Finance specialization and being a Profit Centre Head , developed clear expertise in Financial matters. Focus areas are Cost Control, Cash Flow management, and Profitability.
* ***HR Management*** - People are the key to Organisational success. Human Resources oriented practices has been a strong point and has provided successes in achievement of difficult goals in my career.

**ORGANISATIONAL EXPERIENCE**

Have worked for major companies – Larsen & Toubro Ltd., ISPAT Industries, Shapoorji Pallonji Fabricators Ltd., Kirloskar Constructions Ltd., and others. *Please see detailed resume attached*.

**DETAILED INFORMATION**

*Please see resume attached below*.

***SOUMEN SANYAL***

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3. Phone ( Res) : Mobile : 9910565200

: E-Mail : sanyal.soumen1958@hotmail.com

4. Date of Birth : November 12th .1958 at New Delhi

5. Academic Qualifications :

Name of Institution Course Details Specialization Year

a. South Point High Higher Secondary Science 1975

School, Calcutta

b. Indian Institute Bachelor of Mechanical 1980

of Technology, Technology Engineering

Kharagpur

c. Indian Institute of MBA Marketing & 1986

Management , Bangalore Finance

6. Awards :

1. Government of India Merit Scholarship in school.
2. National Scholarship for results in School leaving exams.

iii) STC scholarship for marketing in Management College.

7. Professional Experience:

From November 2011 to December 2016 , I was involved as **Project Management** **Associate & India Head** for **CALCON Consultants** , San Francisco, who represent **Webcor Builders**, the largest Building/General contracting company in California State, U.S.A.. They were planning to enter the Indian Market through their **Project/Construction Management Division**.

This is for Profitability & Cost Management, Billing Control, Resource Management, and other aspects of Total Project Management.

From January 2019 onwards, I am a Director in **Jodhpur InfraCon Pvt. Ltd**., working on Projects for L&T and other companies. We work on Marine Construction Projects, Water Supply, Sewerage, and Industrial Buildings.

* From October 2012 to December 2013, I joined **D.B. Shapriya & Co., Dar Es Salaam, Tanzania,** the largest Industrial Construction Company in Tanzania, East Africa. I was in **Senior General** **Manager** with Independent charges of their Mechanical EPC Projects, all over Tanzania.

I was independently handling the following projects.

* **Ethyl Alchohol Plant EPC Project**  based on Sugar Plant Molasses, of **A.B. Sugar, U.K. and Illovo Sugar, South Africa**. The Plant consisted of all Civil Works, Mechanical Fabrication and Erection, Equipment Erection and Testing. Equipment Supply was in Client’s Scope. The Plant Capacity is 12 million litres per annum.
* **Refined Petroleum Bulk Storage Tankage** , adjoining Dar Es Salaam Port, EPC Project for **PUMA ENERGY , South Africa ( Subsidiary of British Petroleum).** The Project Scope was all civil and Mechanical Works, Erection and commissioning.
* **Bulk Fertlizer Storage Yard and Packaging Plant for Yara International ASA** , a large fertilizer company in Europe based in Norway.

I returned to India due to Personal Reasons.

* **Kirloskar Constuctions and Engineers Ltd. -- Group Company of Kirloskar Brothers Ltd. : August 2009 to July 2011.as EXECUTIVE VICE PRESIDENT.**

From August, 2009 onwards, I was **Executive Vice President** of this Company based in Pune handling multiple projects all over India. The company is a fully owned subsidiary of a large industrial conglomerate headquartered in Pune. As a **Profit Centre Head,** I handled **Corporate Strategy** for Long Term and Short Term Business gains affecting the bottom line.

The Company was involved in Projects in the areas of **Steel Plant Construction** , Power Projects ( BOP), River Water Supply to Cities , Hydropower, Mechanical structural/piping, Industrial buildings, Bridges/Flyovers, Industrial Civil structures, and other infrastructure projects.

The specific projects handled by me are as below:

|  |  |  |
| --- | --- | --- |
| Sl. No. | Name of Customer | Project Details |
| 1. | Jindal Steel, Bellary | Mechanical Erection Works of Sinter Plant IV. |
| 2. | L&T, Ennore | Shipbuilding Yard Works |
| 3. | BHEL, Trichy | Industrial Building, roads and railway siding. |
| 4. | RUIDPL, Bikaner | Railway Over Bridge 1.8 kms. Long.. |
| 5. | Rammam Hydel | Head Race Tunnel - 5 mtrs. Dia, 4.7 kms long, for Hydro-Electric project. |
| 6. | IOCL, Haldia | Civil and Structural Works for DSU Unit at Haldia refinery. |
| 7. | SMSIL, Durgapur | Relaying of 30mm Bitumen carpet on National Highway for 95 kms. |
| 8. | Dindigul Municipality | Laying of Underground Sewerage pipes - 60 kms. |
| 9. | Lakshwadeep Harbour Works | Jetty in Amini Island. |
| 10. | Degremont | Intake Well for KWA, Kozhikode. |

* I finalized an order for 6 desalination plants on EPC basis, for Lakshwadweep islands. The order is valued at Rs. 960 million. The Intake consists of 630 mm. HDPE pipe to be laid under sea.
* **SP Fabricators P. Ltd. – Group Company of Shapoorji Pallonji Group: April 2006 to April 2007.as CHIEF EXECUTIVE OFFICER**

A construction company having projects all over India and abroad specializing in Building facades of large commercial buildings, The company is a part of one of the large business groups of India. The Product line consisted of Glass-Aluminium facades for large buildings like IT parks , Commercial buildings, Malls , etc. The Company handled around 30 projects in this year all over the country and abroad. As the CEO, I was responsible for *Short Term and Long Term Corporate Strategy*. During my tenure , I **doubled the turnover** from Rs. 80 cr. to Rs . 170 cr. Per annum with a 15 % net profit. I also ensured smooth banking operations, with suitable increases in Working Capital limits.

Projects were located in Chennai, Bangalore , Hyderabad, Delhi, Pune , and Mumbai. Foreign projects through the parent Company were located in Kabul , Ghana and Dhaka.

The major projects were

1. 60 storey Twin Towers of S.D. Corporation , Tardeo, Mumbai
2. H.Q. of the Vijay Mallya group, Bangalore
3. H.Q. and Office complex of Reliance Inds. – Mukesh Ambani Group at Thane-Belapur Road in Mumbai
4. TCS Complex in Chennai
5. Oberoi Hotels, Bandra, Mumbai

In addition,I was in charge of setting up a mid-size greenfield Aluminium extrusion manufacturing facility as part of an upstream integration process. .

* **ISPAT Industries Limited, Mumbai , August 2004 to April 2006.**
* **VICE PRESIDENT–Corporate Sustainability/ Development / Strategy**  reporting to Managing Director, Shri Vinod Mittal. I was responsible for all Strategic Issues relating to Operations and Development of the Steel Plant and all Development Projects, both Internal and External .
* My major job responsibilities consisted of the following focus areas:
* Responsible for Handling and Resolving Strategic Issues related to the External And Internal Forums affecting the Business Environment through Liaison with Ministers, Government Departments, Municipal Corporation, Lawyers, Architects, Consultants, other Govt. authorities .
* Independently handling multiple development projects relating to Cost , Efficiency and Profitabiliy.
* Handling of Independent Power Projects, Ports, Coal Supply, Iron Ore Supply, Coke Ovens, Real Estate, Railway Sidings, Water supply , Capital Dredging , etc.
* Representation to the Chief Minister of Maharashtra and all oncerned Ministers and Secretaries regarding all issues requiring Government decisions for smooth functioning of the Operations of the Steel Plant.
* Development of Dharamtar Port into a Commercial Operation and explore New Port project at Dighi .
* Dredging of Amba River Channel for Improving Transportation of Iron Ore / Coal in Barges.
* Development and Construction of Railway Siding for ease of handling and transportation of Iron Ore and Coal.
* Develop Power Projects until stage of financial closure.
  + - Bhadravathi Thermal Power Project – 2000 MW
  + Ispat Energy Thermal Power Project – 1000MW
* Explore alternate sources of Natural Gas for Operation of Sponge Iron Plant with Mid-Rex Technology .
* Obtaining Mining Leases for Iron Ore Mines from State Government.
* Negotiating for Coal Block allocations for Power Projects with Ministry of Coal in Delhi.
* Environmental Clearances from State and Central Governments.
* Detailed Project Report for obtaining Finance for Coke Oven Batteries.
* Obtaining Industrial Water Supply from State for Plant Expansion projects .
* Negotiating with MSEB / MERC for Reduction in Power Tariff.
* Negotiating with Bombay Port Trust / Maharashtra Maritime Board for Reduction in Port Charges.
* Handling Energy Credits through Consultants for Reduction of Carbon Emissions.
  + Exploring new technology, which can be used in various projects .
  + Update the new regulations or rules implemented by government(s) from time to time and keep the management and group units informed about them.
  + Exploring Power Trading./ Explore purchase of power from third party.
  + Development and construction of a 50 storey residential tower on Peddar Road , Mumbai.
  + Development of Housing Colony.
  + Development of Office Complex within the Plant premises.
  + Development of other infrastructure works such as Hospital, Temple, landscaping within the plant premises.
  + Liason with Municipal Corporation, Lawyers, Architects, Consultants, other Govt. authorities for Real Estate issues.
  + Management Representative of Ispat on Industry Associations, Trade Association etc.
  + Co-ordination with CII, FICCI etc.
  + Oversee Infrastructure Projects at Dolvi Plant.

# **Dodsal Limited , Bombay, December 2000 till May, 2002.**

* **VICE PRESIDENT**  ( Industrial Contracting Group )
* Responsible for Strategy and Complete Operations of the Industrial Contracting Group as a **Profit Centre**, reporting to Chairman and MD.
* The group handles EPC and Construction Contracts in the Power Sector , Water Supply Sector , Refinery and Petrochemicals, Industrial Infrastructure , Steel Plants , Desalination plants etc.
* Contracts executed and under execution were:
* Gujarat State Energy Generation Ltd. -- 156.1 MW Combined Cycle Power Plant at Hazira , Gujarat , India consisting of Structural fabrication, Mechanical Erection, Electrical , Instrumentation and Civil works. Main EPC Contractor was Alstom Switzerland and our scope consisted of all Mechanical , Electrical , Instrumentation and Civil works as a Sub-Contractor to Alstom.

The Project was completed on schedule

- Bangalore Water Supply and Sewerage Board – Cauvery Water Supply Project – IV, Phase I .

Project consisted of laying of 95 kms of M.S. Pipelines with our scope constituting of fabrication of pipes from M.S. plates , laying and welding of the pipeline and associated civil works. Pipe Dia ranges between 1200mm to 2000 mm.

Project completed in July , 2002.

* Haryana State Industrial Dev. Corporation – Infrastructure Development Work at ‘Industrial Model Township’ , Manesar , Gurgaon, India.

# ***Larsen & Toubro Limited, Bombay* . January 1995 – December 2000.**

**- Asst. General Manager (Designate) / Senior Manager (Business Development ) - EPC ( Turnkey ) Power projects.**

*-* Responsible for Business Development of Power Projects on Ownership basis and on EPC Contract basis.This included the Commercial and Financial aspects.

* Complete knowledge of Financial modeling of Power projects
* Fully involved in the development of Bhilai Power Project, a Greenfield 2 X 287 MW Thermal Power Project on IPP basis , in Partnership with SAIL and PSEG Powr, USA
* Negotiated and Finalised the following EPC Contracts
* Bhilai Thermal Power Project - 2 X 287 MW
* Rosa Thermal Power Project - 2 X 283.5 MW
* AES Kelanitissa C C Power Project - 168 MW

- DVB Pragati CC Power Project - 330 MW

* Negotiation of following Consortium Agreements
* Rosa Thermal Power Project – 2 X 283.5 between General Electric, Foster Wheeler, S & L, and L & T.
* NTPC Faridabad 400 MW C.C. Power Project between Fiat Avio, Mitsui and L&T.
* Neyeveli 2X 250 MW Lignite based Thermal Power Project between Deutsche Babcock and L&T.
* AES Ib Valley 2X250 MW Thermal Power Project between Foster Wheeler , Mitsubishi and L&T.
* BINA Thermal Power Project 2X 250 MW between GEC Alsthom , Mitsui Babcock, S & L, and L & T.
* Ennore Thermal Power Project - Refurbishment and Modernisation – between Skodaexport and L & T.
* NTPC Talcher 4X500 MW Steam Generators– between Foster Wheeler and L & T.
* Negotiation of Pre - Bid Agreements for various Power Project bids.
* Familiar with Indian Electricity Act, Fuel Supply Agreements, and Rail Transportation Agreements.

- Preparation of Commercial bids as part of offer for EPC Contracts to IPPs in India and abroad , NTPC , TNEB and other SEBs etc.

* Involved in Contractual Decision making with respect to Risk Variables, major Commercial commitments and arrangement of Financial Packages.
* Fully involved in Drafting of Petition and framing of arguments in the Madhya Pradesh Power Project Legal case involving Bhilai Power Projecr and 11 other IPPs, the Government of Madya Pradesh, and the Madhya Pradesh Electricity Board challenging the allotment of Escrow cover to specific projects.
* Full understanding of Power Purchase Agreement which formed the basis of arguments of the above case , including specifically, the Tariff Calculation model ( with Foreign Exchange Variation), for determining the Levellised Tariff over 30 years life of the project.
* Involved in recommending policy changes ( specifically regarding Deemed Export benefits and customs duties relating to Power projects) to the Government of India through the Confederation of Indian Industry.

- Clear understanding of Applicability of Taxes and Duties to Projects in India. Handling Tax issues in other countries through consultants such as KPMG , etc.

* ***Greaves Limited , Fort, Bombay*, February 1982- Nov 1994**

i) Feb 1988 - Nov 1994 :  *CONSTRUCTION EQUIPMENT DIVSN*.

**Sales Manager** holding **profit centre responsibility** looking after

Construction Equipment Division in northern Region (Punjab, Haryana,

Uttar Pradesh, Rajasthan, Himachal Pradesh, Jammu & Kashmir, Chandigarh, Delhi and Nepal). Posting at New Delhi office .

Responsible for Marketing and Sales of products of overseas principals and indigenously manufactured and traded products. Customer profile included Infrastructure projects ( like Power Projects , Highway Projects , Hydel Power / Dam projects , Bridges, Buildings , Canal Projects , Railways, Industrial Projects etc.), Contractors, Consultants, Government departments , Internationally funded projects , Defence , etc.

Responsibilities included:

- Complete co-ordination with overseas/Indian principals for franchises/

agencies. This is including commercial and technical matters for

generation of business.

- Generation of new business areas through new franchises/agencies from

overseas/Indian manufacturers

- Establishment of new products in the market such as HILTI tools, SCHWING pumps, BOMAG vibratory compactors, CHITRAM cranes etc.

- Execution of orders including techno commercial matters as well as after

sales activities.

- Ensuring profitability and financial control of the division.

- Administration of division of 12 people ( Including sales Engineers, service engineers, commercial and other staff)

Handled business of following franchises/principals:

- Schwing GMBH, Germany - Concrete pumps

- Setter, Germany - Batching plant and truck mixers

- Bomag GMBH, Germany - Vibratory compactors

- Hanomag, Germany - Loaders, Dozers & Excavators

- Euclid, Sweden - Dump trucks

- Joseph Vogelle, Germany - Road Paver finisher

- Hilti A.G., Switzerland - Hand tools for construction

- Hoesch Rothe Erde, Germany - Slew Ring Bearings

- MOL, Belgium - Special trucks

- DOSCO, UK - Tunneling machines

- Goodwin Barsby U.K. - Crushing plant, Asphalt plants

- Bucyrus Erie, USA - Cranes, Draglines

- DUX, Canada - Low profile dumpers

- Britannia , India - 8-10 ton diesel road rollers

- Greaves Schwing, Bombay - Concrete pumps

- Greaves Bomag, Madras - Vibratory compactors

- Steenbergen Hollandrain BV, Holland - Trenching machines

ii) July 1986 to February 1988 - *POWER TRANSMISSION DIVSN.*

iii) February 1982 to June 1984 - *MATERIAL HANDLING DIVSN*.

* REFERENCES:

1. Mr . R. Janardanan , VP , VGN Infra , Chennai . Ex- GM of Kirloskar Constructions. Chennai, Ph : 09840726425; 09840016394.
2. Mr. Joginder Singh, Ex- Director , National Hydel Power Corpn.; New Delhi ..9810137321
3. Mr. R. Balachandran , V.P., Essel Power , Mumbai. Ex- ISPAT Industries, Mumbai Phone:91-9819748522.

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