

V.P. MANOJ

✉: mojomans@rediffmail.com / mojomans@yahoo.com | ☎ +91-9920335822

Project Strategist & Veteran - Subsea Fibre Optic Cable and Telecommunication

Sharpened Edge by delivering disruptive engineering solutions to fuel project success

Engineering Project Governance & Management ▶ Strategic Leadership

Industry Expertise: Oil & Gas, Telecommunication & Network Infrastructure

Subsea Fibre Optic Telecommunication Engineering Veteran with a career history backed with rapid growth & success across global cross-functional projects on **Subsea Cable Installation & Network Construction, Data Center Deployment & Roll Outs**, Cable Protection, Transportation & Trans-shipments and Cloud Nodes Deployment. **Output-Driven, leveraged innate abilities** in directing **multi-million & mission-critical Engineering projects** across **Oil & Gas, Telecommunication & Network Infrastructure** in multiple geographies entailing **UAE, United Kingdom and India**.

Delivered ground-breaking results in streamlining & evolving complex processes – coupled with dramatic improvements, innovations and strategic change. **Driver for operational and financial efficiency:** Secures aggressive cost-savings by **optimizing OPEX** and project capital. **Builds consensus**, designs project vision & transcends needs through **tailored approaches and broad perspective in each project**. Sharpens decisions by working from ground-up, **strengthens stakeholder relationships/partnerships** and turns untapped potential into lucrative results. **Transformational Leader, directs large cross-functional teams** leveraging strategic & critical thinking that spurs people to willingly give beyond 100% effort.

EXECUTIVE COMPETENCIES

Strategic Planning ■ Subsea Fibre Optic Telecommunication Engineering ■ Project Management & Governance ■ Techno-Commercial Operations ■ Financial Planning & Management ■ Profit Improvements ■ Resource Optimization ■ Negotiations & Deal Structuring ■ Bids & Tender Management ■ Recruitment & Selection ■ Critical Thinking ■ Partner Management ■ Stakeholder Management ■ Opportunity Identification ■ Cost Containment ■ Quality Management ■ Safety & Compliance Management ■ Relationship Management ■ Team Building ■ Cross-functional Leadership

Leadership in Action

Global Cloud Xchange, 2010 – Present

Deputy General Manager – Projects (PMO), Mumbai

Recruited to tackle next-level challenges and strategically manage projects on global telecom subsea network installation across the transmission vertical, data-center rollout & deployment and installation, remediation & optimization across the global enterprise business vertical. Facilitated effective project delivery by encouraging strategic thinking. Recouped costs by tapping OPEX saving opportunities and retained contracts with COLO providers thereby igniting company business.

- With overall authority, led a global team of multi-disciplinary stakeholders (52 members from 4 verticals and 9 functions) for mission-critical programs across the global enterprise business
- Identified loopholes & prime customer pain-points during core network infra remediation; built innovative processes to curb planned customer outages:
 - *Led dramatic improvements to CSAT levels and drove efforts to win Datacentre Excellence Award, 2019 for APAC*
 - *Standardized the new process company-wide, for improved customer delivery and assurance projects*
 - *Recouped costs worth USD 300K annually, through significant reductions in SLA breach pay-outs*
- Handpicked to manage Iraq Spur Subsea Cable Installation Project across 3 countries i.e. Iraq, Iran and Kuwait (2010-2012):
 - Held broad authority across a gamut of Subsea Cable Network Installations right from vendor management, techno-commercial management to complex technicalities entailing shore-end landing, main cable lay, diving & RoV ops, burial ops, CLS & FH installation and commissioning
 - Liaised with military authorities in critical situations to secure sea support from Tyhe Iraqi Navy during the shore-end landing and cable lay ops for third party contractors, army escorts and CLS & FH installers
 - Strengthened relationships with local municipal authorities & local partners; developed a strong good will and positively evolved brand perception - secured multiple partners contributing to the project success & execution before time
 - Realized project financials worth USD 60 million vs. earlier project value/worth of USD 42 million by winning the trust & confidence of the landing partner
- Forged long-term alliances with landing partners thereby enabling the company to plan a second installation project
- Selected to set-up the entire Reliance Globalcom Global PMO in 2011; formed & executed a fresh vision & strategy and expanded the team from a single program management team to a strong widespread global team
- Received Special monetary package in 2013 and multiple employee recognition awards in 2015 for showcasing exemplary performance & outstanding contributions

ETISALAT (E-MARINE), 2004 to 2010

Chief Project Controller, Dubai, UAE

Laid foundation for rapid project success as a Chief Project Controller. Provided strategic & tactical direction across multiple large-scale projects on Sub-Sea FO Cable Laying / Maintenance / Survey Service/ Charting / Cable Transportation & Trans-shipments. Boosted performance & productivity levels while countering various challenges with a team of 4 Engineers & Senior Project Controllers.

- Conceptualized & implemented large-scale project management strategies; drove enhancements to the Project Management function through extensive technical and contractual support thereby ensuring successful & on-time project completion
- Positively impacted project success through sound economic & financial management; evaluated project risks, strategized back-up plans, tapped opportunities while focusing on improved project ROI and nil project delay
- Structured short & long-term organizational policies & performance standards, SOPs, established Quality & Safety Measures and built a high-performance engineering & operations team to facilitate project success
- Led hard-headed contract negotiations throughout the tendering process; appointed sub-contractors, Cost Consultants, Contractors, Vendors, Suppliers and other External Agencies for execution of projects on-time and budget
- Slashed project expenditures while sustaining cash-flow; implemented cost reduction measures to limit expenditure and optimized inventory levels
- Strengthened stakeholder relationships and leveraged extensive leadership in managing the entire techno-commercial operations entailing tendering, bids & proposal preparations, cost estimates, contract & compliance management
- Benchmarked the Health, Safety & Environment standards; actioned preventive plans to avoid non-conformance in the Safety and Quality Management System, business processes and project activities

KEY PROJECTS:

- Project Manager for IOOC EPCI Project – Iran worth AED 140 Million
- Fully independent Cable Engineer during -4 phases of SPIFON PROJECT, QGII SPM Project
- Beach Master for SPIFON FOC-2 Shore end landing and Ghuzlan Island re-location works
- In charge for numerous TWA shore end burial and Kuwait-Iran Cable Burial at Fujairah and Failakah
- Platform cable landing in charge during SPIFON
- Company Representative for diving operations during cable pulling operations on offshore platform and platform landing operations in charge for the QGII NPCC project
- APM for QGII SPM Project
- Cable Engineer/HOM on Numerous repair operations
- Worked on various aspects of TWA, SE-ME-WE 4, BANANA Island relocation work and UAE Qatar System
- Chief Technical Evaluator and Negotiator for procurement of a new work class ROV and diving services

GLOBAL MARINE SYSTEMS LTD., 2000 – 2004

Cable Engineer, United Kingdom

Helmed strategic & operational leadership across critical Under Sea Fibre Optic Network Construction Projects while spearheading the engineering team to ensure seamless execution globally.

- Strategized project plans, implemented stringent quality control standards and drove cost control measures; evaluated project progress and tackled key challenges while ensuring on-time execution
- Identified & resolved complex technical issues across electronic, electrical & cable systems by leveraging effective preventive & predictive maintenance techniques with a team of technical specialists and site personnel
- Administered the Cable Engineering Department and ensured successful completion reports of lay and repair operations; rendered services as an HSE Officer in line with the company policies

KEY PROJECTS:

- Installation of ‘Sailor’ telephone Network in ships and maintenance of the systems
- Various high-profile repairs in the Sub Sea Fibre Optic Cable Industry
- Managed various aspects of cable lay and repairs on systems like TAT 12, 13 & 14, UK-Belgium, SE-ME-WE 3 & SE-ME-WE-4, APCN, RIOJA, Yokohama domestic, South America domestic and EAC

INDIAN NAVY, 1984 – 1999

Chief Technician – Electrical and Electronics, Mumbai, India

Commenced career with the Indian Navy. Directed a team of electricians on board ships, submarines and naval establishments, supported mission critical activities & worked on complex electronic & electrical systems

ACADEMIC & PROFESSIONAL QUALIFICATIONS

- PMP Course from PMI - attained 21 PDU's
- Graduation from xxx college
- 12th Standard from Christ College, Bangalore

TECHNICAL QUALIFICATIONS

- Basic Electrical, Mechanical, Power, Course, School of Electrical Engineering, INS Valsura
- Leading Electrical, Mechanical, Power, Course, School of Electrical Engineering, INS Valsura
- Petty Officer Electrical, Mechanical, Power Course, Power Electronics & Digital Technology
- Basic Submarine Course, INS Satavahana
- Advanced Submariners Course, INS Satavahana
- Escape Training from a Sunken Submarine, INS Satavahana
- PMP – 21 PDU's
- ROV Pilot Qualified

TECHNICAL PURVIEW

- Extensive experience on complex electronic & electrical systems entailing:
 - Power Generation & Distribution, Switch Board, Auxiliary Machinery, Hydraulic & Pneumatic Devices, A/C Refrigerating Plant & Compressors, Heavy Duty Transformers & Storage Batteries
 - HT & LT systems, Control Systems, Fluid Transfer Pumps, Hydraulic Pumps, Drives & Motors, Winches, Capstan & Cranes, Cable Ducting, Routing, CCTV Systems, Communication & Broadcast Systems, Telephone Exchange & Network Systems and so on
- Software Exclusive to the Submarine Cable Industry - Makai, CLARA, NAVSLACK, NAVIGATOR and WINFROG

TRAINING COURSES

- Level-1 Optical Fibre Cable Engineering Course (UK)
- Level-2 Advanced Cable Engineering Course (UK)
- Safety with HV Course (UK)-Sub Serv.
- Remote Operated Vehicle Pilot / Technician 1 Course (UK)-Sub-Serv.
- Fibre Optic Cable Lay Engineering ETA, UAE
- Power Cable Lay and Engineering ETA, UAE
- Certified Internal Auditors Course-UAE
- Certified Courses in First Aid, Survival Technical at Sea, Personal Safety and Social Responsibilities, Fire Fighting and Damage Control