

**Commander Sumeet Mathur (Retd.)**

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**PROFESSIONAL SUMMARY**

A result oriented Military Veteran with ability to **Adapt** and **Adept** new environments. 21 Years of leadership experience in Indian Navy in Operations Management and Projects execution.

Post Naval Carrier engaged with Renewable / Marine sectors, responsible for Operations/ Project Management/ Business development/ P&L functions.

**EDUCATION & PROFESSIONAL QUALIFICATIONS**

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|--|----------------|
| • Business Management-Armed Forces Programme, IIM Lucknow.                       | January 2020   |
| • PG Diploma in Management, JBIMS, Mumbai University.                            | September 2012 |
| • M Tech (Mechanical Engineering), IIT Bombay.                                   | August 2007    |
| • BE (Industrial Production Engineering) (III <sup>rd</sup> Rank in University). | November 1997  |
| • Certified Lean Six-Sigma Black Belt.   | December 2019  |



**LANGUAGE SKILLS** - English, Hindi & Gujarati

**COMPUTATIONAL SKILLS** – Hands on Experience on MS Office Tools Including MS – Excel

**PROFESSIONAL EXPERIENCE**

**HEAD – BUSINESS DEVELOPMENT – MARINE INNOVATION, MUMBAI (MARCH 2023 – TILL DATE)**

**Responsibilities**

- Spearheading Company's business for Sales and Services of products in India and Middle East.

**Tasks Accomplished**

- Made early in-roads in major shipping companies operating in India for business development.

**CHIEF PROJECTS OFFICER - OMC POWER PVT LTD. – LUCKNOW (OCTOBER 2022 – FEBRUARY 2023)**

**Responsibilities**

- As Chief Projects Officer and PMO executed all project activities including EPC management & SCM.

**Tasks Accomplished**

- Team building & Commissioned 77 Solar Plants from scratch i.e., land selection to commissioning & handing to operations within 05 months.
- Analyzed energy demand/ asset capacity data of the fleet to optimize plant design and executed several short-term projects of Plant asset optimization to increase existing Plant performance.

**HEAD - OPERATIONS & MAINTENANCE - OMC POWER PVT LTD. – LUCKNOW (MARCH 2020 - OCTOBER 2022)**

**Responsibilities**

- Spearheaded Operations of 280 Solar Power Plants (300 professionals) in UP/ Bihar for Power generation/distribution to Telecom and rural customers.

## **Tasks Accomplished**

- Improved Business processes through technology intervention, Manpower rationalization, effective Maintenance procedures & Asset's security to increase revenues/ decreased expenses.
- Reclaimed 3000 customers lost during COVID-19 within 06 months. Added 85 new plants (5000 new rural customers (up 25%) & 45 new telecom customers (up 30%) within 30 months.
- Increased revenues by 28% and improvement in EBITDA by 75% (YoY).

## **INDIAN NAVY (JULY 1999 – MARCH 2020)**

### **OPERATIONS**

- As Head-Operations, undertook Hardcore Operations on Ships including availability of Equipment/ Systems through optimal exploitation, effective maintenance for sustained Ship's Operations.
- Maintained Habitability Facilities viz. HVAC, Power Generation/ Distribution, Freezers, Kitchens, Water generation/distribution systems, Sanitation/ Sewage Treatment Plants & Fire-Fighting Systems.
- Performance Trend analysis, Troubleshooting & isolation of unproductive factors for process improvement through Real-time data recording/ analysis.

### **Accomplishments**

- Formulated/ executed Operational plans for repairs of Ship's operational defects at different ports.
- Devised Contingency Plans for Ship's Operational Deployments within India and to Foreign Shores.

### **PROJECT MANAGEMENT**

- Executed concurrent Long/ Short term Projects on Modernization/ Repairs of Engineering Systems under stringent Quality standards with multiple teams.

### **Accomplishments**

- Executed Repair & Modernization Project worth 175 Cr of the second largest Ship of the Navy.
- Executed Retro-fitment of largest Turbocharger of the Indian Navy in record time.
- Executed Projects on Conversion of Gas based Refrigeration systems from R-12 to R-134.
- Executed Project on installation of Magnetic Bearing based AC System as 'Technology Demonstrator'.
- Executed Shop-floor modernization Project to improve productivity.

### **QUALITY ASSURANCE**

- Steered Quality Assurance/ inspections/ Trials & Testing of equipment/ systems inducted by Navy.
- Vetting/ Approval of Drawings/ processes, formulation of 'Quality Assurance Plans' & Inspections.
- Implemented In-process QC Checks for Shop floor Production Activities to improve MTTR/MTBF.

### **Accomplishments**

- Reduced the overall inspection time by 25% through simplifying processes and procedures.
- Completed vendor Assessment/ Registration of 50 firms within 01 year.

### **TECHNICAL ADMINISTRATION**

- Formulated Technical specifications, finalized Scope of Work, concluded Techno-Commercial negotiations and Budget Management for Annual Maintenance/ Repair Rate contracts.

### **LEADERSHIP / COMMUNICATION SKILLS**

- Led teams of up-to 300 professional and skilled personnel to accomplish assigned tasks.
- Comprehensively addressed HR functions including Recruitment, Talent management, Appraisals, Team building, Grievances and Conflict resolution.
- Interacted with Senior Govt. Ministry Bureaucrats, Diplomats & Top management of MNCs on areas of mutual interests and business.