

B. SAI TEJA (LT CDR, INDIAN NAVY)

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Project Management Leader | Product Owner | Lean Six Sigma Black Belt | Scrum Master | PMP® | PMI-ACP®

Project Delivery – Waterfall and Agile | Data Analytics | Data Visualisation | Quality Assurance | Risk Management

Enterprising technology management professional and naval architect with experience of 10 years in the Indian Navy, specialising in leading concurrently running **technology and innovation projects** from concept to implementation, and enabling **new product and engineering equipment development** with cross-functional teams and major OEMs / vendor partners

Expertise in creating project management roadmaps, optimising resource utilisation, time and costs while leading project execution and product trial activities, and delivering key benefits by streamlining processes and leveraging T-shaped skills in data analytics

Proven success in developing capable teams, mitigating risk and dependencies, and meeting differing project priorities

CORE SKILLS

Project Lifecycle Management | Project Budget and Cost Planning | Equipment Development | Vendor and Contract Management | Procurement Planning | Monitoring and Controlling | Data Analysis | Process Improvement | Change Management | Negotiation | Stakeholder Management | Cross-functional Collaboration | Team Development | Customer / Client Management

Technical Tools / Expertise: Simcenter™ Flomaster™ | AutoCAD | PLM | SAP | NX | Python | Power BI | Tableau | MS Office

PROFESSIONAL EXPERIENCE

INDIAN NAVY (Directorate of Naval Design), Multiple Locations

Aug 2013 – Aug 2023

Devised and executed multiple project roadmaps for development of equipment and design of HVAC and other engineering systems in submarines. Led projects from concept to execution, involving close coordination with diverse naval teams, OEMs and vendors to ensure specifications and quality. Oversaw asset / engineering trials in factories and on board. **Received a Commendation** from the Secretary of DRDO for demonstrating Dedication, Commitment and Professional Competence.

Project Manager | Deputy / Assistant Director of Naval Design, Naval HQ and Naval Bases
Junior Manager / Naval Trainee

Feb 2015 – Aug 2023
Aug 2013 – Feb 2015

Project Management | Sprint Planning | Project Tracking | New Product Development (NPD) | Vendor Management

- **Strategized development and** delivery of high-tech, complex engineering systems from concept to technical design, construction and trials, enabling achievement of milestones for various projects at different stages of completion in parallel
 - ❖ **Initiated** brainstorming sessions with industry partners, academic institutions and research organisations such as DEBEL and DRDO, ensuring selection of new technologies for next-generation equipment and elimination of potential problems
 - ❖ **Held** daily stand-up meetings and sprint reviews with internal teams and vendors such as TCS and L&T as product owner, ensuring transparency in communication to explain requirements, ensure accuracy and prevent rework / delays
- **Created a test** facility and worked with multiple stakeholders to conduct and monitor complex endurance trials of life-saving engineering equipment for 2000 hours continuously after integrating it with the system, prior to live trials
- **Managed multiple change** requests while providing technical consultancy to shipbuilding yard personnel, vendors, product users, and trial teams, ensuring optimum recommendations for physical changes by leveraging simulators and visiting sites
- **Took ownership of new product / equipment development projects**, focusing on meeting safety, regulatory, and user / customer requirements by introducing innovation in structural designs, which optimised product features and reliability
 - ❖ **Improved** environmental conditions along with effectiveness of teams operating in the close confines of submarines by redesigning the air-conditioning system and realigning ducting, based on computational fluid dynamics (CFD) analysis
 - ❖ **Scaled up** development capabilities swiftly by **recruiting 300 engineering graduates** in record time (cut cycle time by 40%); transformed the hiring strategy by standardising processes for sourcing, applicant tracking and the interview process

Strategic Initiatives | Process Improvement | Operations Efficiency

- **Enabled greater efficiency** in development of a key platform by working with defence OEMs as the Navy's representative, liaising with vendors for critical technical aspects, including analysis of CFD (TCS) and equipment (L&T and others)
- **Set up project** management best practices, led change management initiatives, and enabled process efficiency by using Power BI to track project KPIs in real time; **achieved 50% reduction** in response time to queries from trials / on-site teams
- **Optimised** a key acceptance trial cycle for 6 engineering systems by 50%, using Flomaster and computational fluid dynamics (CFD) simulation software; **increased solution accuracy by 30%** and reduced project costs by 15%
- **Resolved version control** issues and enhanced collaboration efficiency by 35%, which **mitigated project risk** by 50%; standardised data accessibility and sharing among developers by defining and finalising an Equipment Data Package
- **Delivered 40% increase** in cold storage capacity **on submarines to meet new defence criteria** by redesigning the existing structure without any expansion measures; gathered requirements from users, finalised the new design, and led implementation after trials; the cost-effective solution is ready to be customised for implementation in future platforms
- **Secured clearances and** approvals from the relevant Apex Board in India for the design of a submarine's microclimate maintenance system (submarine project worth **11 billion USD**) prior to sea trials, involving collaboration with key stakeholders such as engineers, regulatory officials and project managers

Operations and Project Procurement | RFP, Tender and Bid Management | Contract Negotiation

- **Led the distributed** team of up to 20 members in optimising the Bill of Materials (BOM) for design by driving standardisation and change measures, and maintained minimum safety inventory in coordination with the procurement and logistics teams
- **Organised demand planning** in advance, developed RFPs, evaluated technical bids and handled vendor negotiations as a member of key committees; monitored inventory, generated MS Excel reports, and ensured timely fulfilment of critical needs
 - ❖ **Achieved 15% cost saving** in a **project worth 5 million USD** by benchmarking prices and leading commercial negotiations

EDUCATION

Global Supply Chain Management [1st rank in the batch] (CGPA 3.78/5) | Indian Institute of Management, Indore, India, 2023

Bachelor of Engineering – Naval Architecture & Marine Engineering (CGPA 8.41/10) | Andhra University, Visakhapatnam, India, 2013

Courses and Training: Agile Certified Practitioner (PMI-ACP®), PMI, USA | **Project Management Professional (PMP®)**, PMI, USA | **Lean Six Sigma Black Belt** | (ISC)² Certified in **Cybersecurity** (CC), LinkedIn | Microsoft certified **Azure Fundamentals** | Microsoft Excel (from Beginner to Advanced), Udemy | ICP AC Design Level 1, ISHRAE (Indian Society of Heating, Refrigerating and Air Conditioning Engineers)

PERSONAL

Date of Birth: June 25, 1992 | **Languages:** English, Hindi, Telugu

Interests: playing badminton