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| **Manasi Vijay Karande** manvkar.888@gmail.com  +91 9372757552 | |
| core24x24iconsKey Skills   |  | | --- | | **Proposal Development** | |  | | **Technical / Project Sales** | |  | | **Project Cost Estimation** | |  | | **Basic Engineering** | |  | | **Presentation Skills** | |  | | **Co-ordination** | |  | | **Team Management** | |  | |  | |  | |  | |  |   exp24x24iconsWork Experience | **MECHANICAL PACKAGE ENGINEERING ~ PROPOSAL ENGINEERING**  Expertise in Detail Engineering, Proposal engineering of water and effluent treatment, Desalination packages of EPC projects, STP packages and Oil & Gas packages like Desuperheater, N2 Generation Plant, Compressed Air Package and Emergency DG sets. Multi disciplined versatility with excellent communication skills, people skills, time management and analytical skills.  **Location Preference:** Navi Mumbai / Mumbai / Thane / Pune |
| knowledge24x24iconsProfile Summary |
| * A goal-oriented professional **with 9 years** of overall experience in Mechanical Package Engineering, Proposal Development and Project Sales * Expertise in strategic planning and execution of voluminous tenders with overall responsibility for industrial and government sectors * Proficient in process engineering and cost estimation of plants like WTP, ETP, DM, UF, RO system * Basic knowledge of Desuperheaters, Emergency DG sets * An effective communicator with strong relationship management skills; possess excellent analytical and leadership skills   edu24x24iconsAcademic Details   * Bachelors in Chemical Engineering from Mumbai University in 2009 * Higher Secondary Certificate from Maharashtra Board in 2005   ***Toyo Engineering India Pvt. Ltd. from Jan’19 –Dec’20 as Sr. Asst. Engineer – Mechanical Package***  **Roles & Responsibilities:**   * Vendor bid evaluation and detailed engineering of water treatment packages like WTP, ETP. * Vendor bid evaluation and Detailed engineering of LNG Regas facility packages like Desuperheater, Emergency DG set. * Carrying out technical meetings with package vendors for bid evaluation. * Co-ordinating and following up with internal departments for technical inputs and inter-departmental checks. * Preparation of Technical Bid Evaluation for finalizing the vendor. * Preparation of Material Requisition for project packages and re-evaluating vendor offer post order.   ***CN Water Systems Pvt. Ltd. from May’18 – Sep’18 as Sr. Engineer – Proposals***  **Roles & Responsibilities:**   * Conducting technical scrutiny of enquiry, URS. * Preparing design calculations, Process Flow Diagrams, P&IDs and cost estimation. * Developing cost optimized Techno-Commercial Quotations * Handling ERP system   ***Ion Exchange Projects & Engineering Ltd., Navi Mumbai from Jan’15 – May’18 as Sr. Executive – Proposals & Project Sales***  **Roles & Responsibilities:**   * Conducting technical and commercial scrutiny of tenders * Engaging in discussions with client and consultants to better recognize their needs, making suggestions for possible solutions * Developing process calculations, PFDs, P&IDs, HFDs, plant layout, electrical load list * Devising alternate process schemes based on CAPEX and OPEX * Coordinating with various departments and colleagues to accomplish timely submission of tenders * Negotiating with vendors and maintaining cost data files * Developing detailed cost-optimized value-added proposals for water and efffluent treatment plants * Developing Basic Engineering documents for Client approval after award of contract * Supervising and supporting the work of others, and mentoring junior members in the team   **Highlights:**   * Efficiently & effectively managed complex enquiries supported by risk assessment, scope of supply definition, commercial terms & conditions and project schedule * Entrusted with responsibility for managing number of enquiries within time constraints * Trained and handled a team of 5 |
| |  |  | | --- | --- | |  | ***Kinam Engineering Industries, Mumbai from Feb’14 –Jan’15 as Sales***  ***Co-ordinator***  **Roles& Responsibilities:**   * Worked closely with the sales and marketing team * Cost estimation of Heat Exchangers and Pressure Vessels * Prepared and followed up on Sales Quotations * Liasoned between other departments and customers to provide service most suitable to the customer’s needs   ***Ion Exchange (India) Ltd., Navi Mumbai from Aug’09 – Mar’12 as Sr. Officer - Proposals***  **Highlights:**   * Played a key role in estimating and securing following contracts: * DM Plant for 2 x 660 MW Solapur Thermal Power Plant of NTPC – Rs. 18 Cr * WTP package for 2 x 660 MW Jaypee Nigrie Thermal Power Plant – Rs. 36 Cr * WTP package for 2 x 700 MW Rajpura Thermal Power Plant – Rs. 45 Cr | | |
| personaldetails24x24iconsPersonal Details | **Date of Birth:** 25th August 1987  **Languages Known:** English, Hindi & Marathi  **Address:** C/603, Airoli Co-Op. Hsg. Society, Sector 19, Airoli, Navi  Mumbai – 400 708  **Nationality:** Indian  **Marital Status:** Unmarried |