

Vivek Bagal



Summary

Chemical Engineer with eleven plus years of international experience in gas processing, refining and petrochemical industry, familiar with basic engineering design of unit, quality inspection of equipment, commissioning and optimization of units as well as providing lifecycle technical service to clients. Adept at working in highly demanding assignments, leading cross-functional teams in client interfacing roles and delivering exceptional results.

Core Competencies

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| • Process and Instrument design, Technical Service | • Hydraulic calculations and control scheme selection | • Strong presentation, organizational and analytical skills |
| • Unit commissioning, troubleshooting and optimization | • HAZOP, PHA and SIL experience | • Client interfacing experience in 11 countries |
| • Expertise in gas processing, olefins and hydrotreating technologies | • DCS, SIS and PLC control systems knowledge | • Leading cross-functional teams and training engineers |

Professional Experience

Johnson Matthey (JM) – technology licensing, catalyst & adsorbents, equipment sales

Senior Technical Service Engineer MEA

June 2023 - Present

- Engaged and convinced 2 clients to switch from competition to JM products, generating \$1.25M in revenue, leveraging life cycle costs and service benefits offered by JM compared to competition
- Managed to appease and retain disgruntled client through technical service and relationship management, reassuring them of the quality of JM products and avoiding guarantee claim to the tune of \$400k

UOP, A Honeywell Company – technology licensing, catalyst & adsorbents, control systems, equipment sales

Advanced Chemical Engineer

January 2021 – May 2023

- Part of team that successfully launched NPI catalyst while achieving all R&D stage gate expectations. Provided collateral to sales for NPI catalyst leading to enhanced customer conversion to NPI catalyst
- Technical lead on team that developed software solutions for petrochemical customers that extend time between turnarounds, improve operating margins and decrease corrosion leading to \$1M/year benefit

Field Advisor III

August 2018 – December 2020

- Consulted on complete commissioning of a plastics complex for a state run refiner in UAE. Resolving hurdles hampering unit production and causing losses of \$100k per day. Generated design enhancing recommendations while troubleshooting problems, leading to improvement of UOP technology reducing maintenance costs by \$25k
- Analyzed and resolved key longstanding issues on a gasoline unit preventing unit from exceeding 80% of design load while also managing stake holders through the \$1B gasoline pool expansion project of a state run refiner in Kuwait. Advised customer during the safety analysis of the new complex providing technical clarifications

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Field Advisor II

August 2015 – July 2018

- Led a team of engineers through the fastest commissioning of a \$350M plastics complex in China; resolved key issues causing revenue loss of \$50k per day. Advised the customer on upgrading their monitoring system, resolving key operational issues, increasing system dependability and generating sales of \$100k for UOP
- Collaborated with Honeywell Process Solutions (HPS) to generate an upgraded and more user friendly, data monitoring system, leveraging expertise of both HPS and UOP. Awarded “Honeywell Bravo”, by Marketing Director, for advancing Honeywell’s primary new product initiatives by fostering ties between UOP and HPS
- Mentored 6 new recruits, training them on customer interaction, advisor duties, managing cross-functional teams and adapting to new cultures. Implemented new training methods that achieved a 15-day reduction in training time and savings of \$10k annually for UOP

Field Advisor I

March 2014 – July 2015

- Developed quick on-site solutions to the challenges of a Chinese refiner, orchestrating commissioning activities to meet a stringent deadline. Enhanced UOP’s reputation in China, providing impetus for sale of 3 new units worth \$8.5M to the customer. Awarded “Honeywell Bravo” by Director of Services for customer satisfaction
- Advised state run refiner in UAE during the quality inspection process of a \$10B expansion project, convincing customer management to delay project start to correct design flaws which could have resulted in refinery wide equipment damage, personnel loss as well as environmental sanctions, totaling up-to \$50M

Career Development Engineer

July 2012 – February 2014

- Revamped and streamlined company-wide safety training tracking procedure as a part of the Six Sigma Green Belt Project, achieving time saving of over 6000 man hours yearly and ensuring compliance with industry safety standards

Education

Jadavpur University

Kolkata, India

Bachelor of Chemical Engineering (First Class Honors), CGPA – 8.33/10

2008 - 2012

- Worked part time as science tutor, for 15 students at various stages of high school, helping to prepare them for national level examinations, achieving improvement in scores from 10-35%
- Captained the Chemical Engineering Department football team during the junior and senior years, leading the team to the semi-finals in both years. Top scorer of the intra-university football tournament in the freshman and junior years
- Performed energy optimization analysis for a poly-propylene unit at HMEL refinery, generating operating guidelines to achieve maximum energy efficiency

Additional Skills and Certifications

- Familiar with safety practices while working at operating sites (Lock Out Tag Out, Hot Work, Confined Space Entry, Working at Heights)
- Six Sigma Green Belt Certified
- Joined Mensa in 2016