MILESH DONGRE

***High Quality of Work; Project Completion on Time; Out of the Box Thinker: Passion to Improve***

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| **Personal Information** | | | |
| First Name | Milesh | Current Address | House No 190 |
| Last Name | Dongre | First Floor |
| Date of Birth | 11-Feb-1990 | Saini Vihar Phase 5 |
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**Work Experience Summary:**

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| --- | --- | --- | --- |
| **Time Period** | **Company** | **Designation** | **Responsibilities** |
| July-2018 to Present | Oceaneering International Services Ltd. | Senior Market Research Analyst | Primary Research from Internal Data Sources i.e. CRM, SME, Sales, Marketing, Directors, Presidents and Vice Presidents primarily through Personal Interviews. |
| Secondary Research from External Data Sources i.e. Wood Mackenzie, Rystad Energy, EIC Database and Industrial Information Resources and publicly available information on internet. |
| Data Collection, Analysis, Interpretation, Synthesis and Report Generation for C-level Business Executives. |
| July-2017 to July-2018 | Market Research Analyst | Secondary Research, Data Collection, Analysis, Interpretation, Synthesis and Report Generation for Vice President and Director of Engineering Technology Group for New Product Development. |
| November-2016 to July-2017 | Product Engineer-Mechanical | Design and Development of New Products for Engineering Technology Group. |
| December-2012 to February-2016 | Product Engineer-Mechanical | Design and Development of Hydraulic Flying leads, Junction Plates and Subsea Structures for various Oil and Gas Operators. |
| July-2011 to December-2012 | Samtel Avionics Defense Systems Ltd. | Product Engineer-Mechanical | Design and Development of Ruggedized defense smart displays for Indian Air Force aircrafts. |

**Education:**

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| --- | --- | --- | --- |
| **Year** | **Course/Exam** | **Board/College** | **Percentage (%)/CGPA** |
| 2011 | B.Tech.Mechanical Engineering | NIT Durgapur | 7.82 |
| 2007 | Class 12th | Maharashtra | 83.00% |
| 2005 | Class 10th | Maharashtra | 85.60% |

**Relevant Strengths:**

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| --- | --- | --- | --- | --- | --- |
| **Relevant Strengths** | **0** | **1** | **2** | **3** | **4** |
| **Market Research Skills** |  |  |  |  |  |
| Primary Research |  |  |  |  |  |
| Secondary Research |  |  |  |  |  |
| Data Analysis |  |  |  |  |  |
| **Business Analysis Skills** |  |  |  |  |  |
| Market Sizing |  |  |  |  |  |
| Competitor Intelligence |  |  |  |  |  |
| Competitor Strategy |  |  |  |  |  |
| Industry Analysis |  |  |  |  |  |
| Customer Analysis |  |  |  |  |  |
| Go to Market Strategies |  |  |  |  |  |
| **Project Management** |  |  |  |  |  |
| Project Planning & Scheduling |  |  |  |  |  |
| **Computer Skills** |  |  |  |  |  |
| MS-Excel |  |  |  |  |  |
| MS-PPT |  |  |  |  |  |
| MS-Word |  |  |  |  |  |
| Tableau |  |  |  |  |  |
| Python |  |  |  |  |  |
| Power BI |  |  |  |  |  |
| MS-VBA |  |  |  |  |  |
| **Language-Proficiency** |  |  |  |  |  |
| English |  |  |  |  |  |
| Marathi |  |  |  |  |  |
| Hindi |  |  |  |  |  |
| Spanish |  |  |  |  |  |
| **Inter-Personal Skills** |  |  |  |  |  |
| Communication |  |  |  |  |  |
| Team Building |  |  |  |  |  |
| Leadership |  |  |  |  |  |

**Awards & Achievements:**

1. A small assignment on business research for identifying acquisition targets for the company without formal MBA education turned into a butterfly effect leading to **establishment of Marketing Research Team**, its processes and a New Revenue Generation Source for Oceaneering Chandigarh Office in the year 2017.
2. **“Q3 Quarterly Quality Excellence Award”** for exceptional Team Work in the year 2018.
3. **“2018 Global Outperform Expectations Award”** for the report on Deep Sea Mining and **subsequent invitation to coffee with Mr. Rod Larson, CEO**, Oceaneering International Services Ltd.
4. **Invitation to attend lunch with Mr. John Huff, Board of Chairman**, Oceaneering International Services Ltd in Singapore in the year 2018.

**International Exposure:**

1. Attended Asia**-Pacific Deep Sea Mining Regional** Conference in the year 2018.

**Certifications:**

1. Completed **Certification in Green Six Sigma** from KPMG in the year 2019 by executing an improvement project on Market Research Project Execution on Market Sizing, Competitor Intelligence and Strategy Analysis modules resulting in savings of about US$ 34,000/- for the organization.

**Volunteering, Leadership and Other Initiatives:**

1. **Organized Team Building Event 2018** for Oceaneering International Services Ltd.
2. **Established and Lead the Employee Engagement Program 2019 “ODC ZEST”** for improving work-life balance of the employees and assisting the organization in achieving its strategic objective of building and retaining a world class work force.
   1. Initiatives Executed
      1. Monthly Employee Birthday Events
      2. Annual Chess Competition
      3. Quiet Hour-A Social Experiment
      4. Department 10th Year Celebration for about 600+ employees and their families.
      5. Company Medical Health Camp
      6. Celebration of National Holidays viz. The Independence Day and the Republic Day
3. **Developed and Released three issues of Quarterly Technology Report** in the year 2019 on the following topics
   1. Fabric Maintenance using Robots
   2. AR-VR Applications for Dark Ride Industry
   3. Noise prevention in Piling for Offshore Wind Farm

**Education Projects:**

1. Final Year Project on analyzing and derivation of formulae’s for a Research Paper on thermal effects on Heat Exchanger Tubes under the guidance of Dr. Achintya Kumar Pramanick at NIT Durgapur in the year 2010-11. The Topic was “Study of Surface Fouling in Power Plant Heat Exchangers”. The types of fouling, their cause and effects and treatment methods were studied. A research paper, 'When to defrost the refrigerator & when to remove the scale of the power plant heat exchanger surfaces'', by Adrian Bejan & J.C.Vergas, 1994, was taken as a reference for the study. The entire review of the paper including the concepts and the calculations involved were validated.
2. Constructed Light Dimmer Instrument for saving household power consumption in the year 2007.

**Internship:**

1. Two Months Internship at IIT Kharagpur under guidance of Dr. Kingshook Bhattacharya for understanding and development of a automation tool for Synthesis of Kinematic Linkages using MATLAB in the year 2010. The Subject was “**Some Problems on Study of Synthesis and Mechanism of Linkages”**. In this project, the Four Bar Linkage synthesis methods were studied. To reduce the manual hard copy calculations and reduce errors, using the Matlab 2010, the user-interface was created for calculating the linkage positions along with the simulation of the linkages for the analysis of links position feasibility and mechanism interferences.
2. One Month Internship at CMERI Durgapur for hands on working on manufacturing processes at Advance Manufacturing Lab under the guidance of Dr. Saha in the year 2009.

**Detailed Work Experience:**

**Senior Market Research Analyst 07-2018 to Present**

**Oceaneering International Services Ltd.**

***Projects 2020:-***

1. **GES01020- Fugro Quarterly Updates on Competitor Intelligence**
   * Captured Industry Growth rate from Rystad Energy, New Products and Service lines, New Customer Contracts, Updates on Current Strategy, Updated Quarterly Financial Performances, New Partnerships/JV/Alliances, Updates on Organization Restructuring and Updates on Operations.
2. **GES01069-AUV Geoscience Market Study**
   * One of the competitors in the AUV Geoscience market disrupted the market with its unique value proposition and started to eat Survey Services market share. Client approached for prevention of similar scenario happening in the future.
   * Proposed solutions to prevent this were: development of dashboard on tableau to capture the current location of the competitors’ vessels with AUVs onboard and their current project engagement to determine their availability to take up new projects in new geographies and from new clients.
   * Further, the determining the strength of the technical specifications vis-à-vis competitors by using weighted average method.
3. **GES01189-Identification of AUVs with Hovering capability**
   * Client wanted to push itself as the provider of Hovering AUV in the market. A Quick research on finding how many AUVs vs. Hybrid ROVs have the hovering capability contradicted the client’s hypothesis.
4. **GES01201-Identification of automation areas on Drill Ship**
   * Client wanted to find opportunities with automation on drill ships. An in-depth understanding of the ship and secondary research yielded opportunities in many areas.
5. **GES01160-IOCL Customer Analysis**
   * Mapping of IOCL Pipelines networks, current active and open contracts, developing customer personas.

***Projects 2019:-***

1. **GES00847-Asset Integrity Market Study for PNG**
   * Client wanted to see if the market in PNG for Asset Integrity services has any potential. The scope of the market research included market size estimations and industry analysis.
2. **GES00734-Future of Topside of Oil and Gas Platform**
   * Technology research on the future of the Topside of the Oil and Gas platforms to assist the client with planning their new product lines.
3. **GES00480- Laser Imaging Study**
   * Client wanted to determine the market potential of providing laser imaging as a service to oil and gas companies subsea. Scope included market size estimation, competitor identification and industry analysis using Porter’s five forces.

***Projects 2018:-***

1. **GES00069-4:- Opportunity Research on Ocean Plastic Pollution**
   * Plastic has taken place in oceans causing severe environmental concerns. Client wanted to assess whether this new market would be a profitable venture. Scope included Competitor Identification and Job Profit calculation.
2. **GES00144-11:- Market Research Study on Deep Sea Mining**
   * Deep Sea Mining became an emerging market for existing offshore players. Given the monopoly of China on Rare Earth Metals and Political Instability of Congo, the minerals required for Batteries were increasing in prices. To increase the supply to offset the increasing prices, Deep Sea Minerals was an attractive venture. However, not much was known about this industry. Scope included detailed Industry Study consisted of Understanding of Eco System of Deep Sea Mining, Policy and Regulations, Market Structure, Industry Structure and Institution Set up.
3. **GES00144-8:- Competitor Strategy Analysis for PCRS Competitor**

* Project Objective was to identify competitors either for acquisition. Scope included Four Quad Analysis consisting of Identifying Product Synergies, Drivers, Capabilities, Current Strategy and Management Assumptions.

**Market Research Analyst 07-2017 to 07-2018**

**Oceaneering International Services Ltd.**

***Projects 2018:-***

1. **GES00406:- Market Research on Fabric Maintenance using Robot**
   * Client wanted to introduce substitute services for Fabric Maintenance using Rope Handling for offshore topside platforms. Scope included Market Size Estimation, Competitor Identification and Global Industry Structure Analysis.
2. **GES00069-1:- Technical Assessment of Robotic Manipulators**
   * Client wanted to find out the Robotic Manipulators for customization. After customization, the client wanted to use it for its existing Remotely Operated Vehicles (ROVs). Scope included identification of robotic manipulators and benchmarking.

***Projects 2017:-***

1. **Market Research on Identification of Acquisition Targets for GDS Business Unit**
   * GDS Business Unit was looking to expand its product portfolio in the field of Data Analytics for Offshore Oil and Gas Industry. Scope included Identification of Prospects and Recommendation on Targets.
2. **Market Research on Understanding of Offshore Aquaculture Industry**
   * Client wanted to enter the Offshore Aquaculture Industry. Scope included Value Chain Model, Industry Analysis, Product Specifications and Customer Identifications.

**Product Engineer 12-2012 to 07-2017**

1. Design Engineering of Junction Plates and Hydraulic Flying leads for various Oil and Gas Operators.
2. Design and Development of Encoder Assembly for Armor Wire Tester product line.

**Product Engineer 07-2011 to 12-2012**

* 1. Design Engineering of Ruggedized Smart Function Displays for Indian Air Force and various Military Aircraft Suppliers.