

# Mitesh Goyal

## High Performance Professional

Targeting **Project Management / Technical Sales / Instrumentation / Service Operations and Maintenance** Activities with an organization of high repute

**Target Location: Mumbai**

**Target Industry: Software / Automation / IT**



mitesh.goyal1987@gmail.com



+91- 7015603919

## Personal Details

**Date of Birth:** 20<sup>th</sup>

September 1987

**Languages Known:** English  
& Hindi

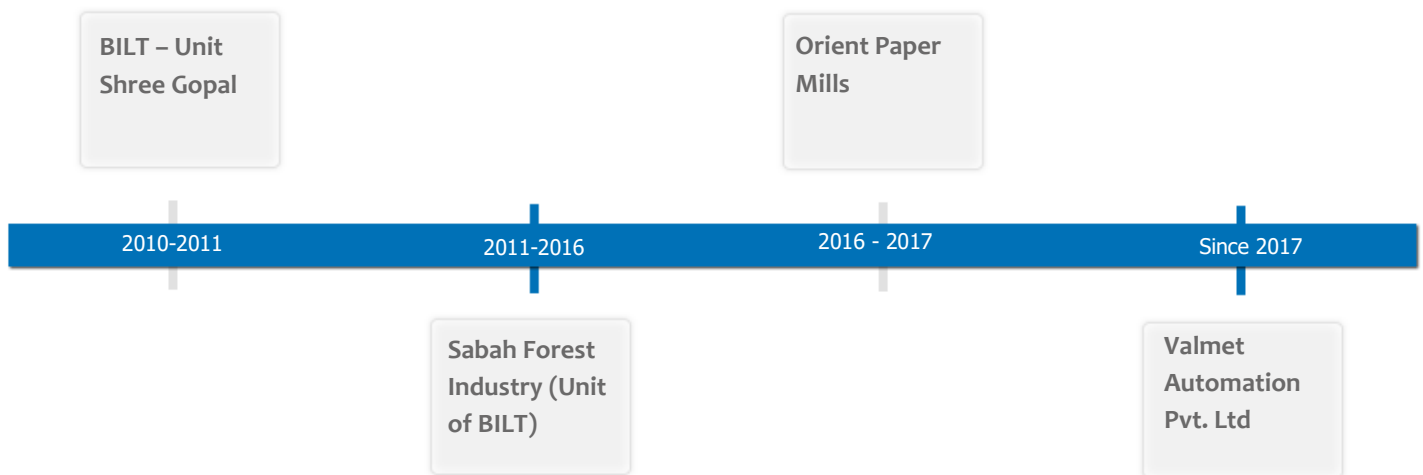
**Present Address:** H.No C/49  
Sukh Shanti Nikitan, LBS  
Road, Ghatkoper West,  
Mumbai

**Permanent Address :** H.No  
949 City Center Road,  
Vishkarma Mohalla,  
Yamunanagar - 135001,  
Haryana, India

## Profile Summary

- Qualified professional offering **10 years** of experience in **Project Management, DCS Specialist, Service Operations, Automation, Instrumentation & Commissioning**
- Presently pursuing **E-MBA from SP Jain**, Mumbai
- Certified **CSM**
- Certified **RPA** from Automation Anywhere
- Certified **Web developer** 2020 From Udemy
- Extensive experience in control combined with proficiency in managing projects, services, operations & maintenance functions
- **Design, Develop and build** solutions as per customer requirements
- Proficiency in design reviews, designing maintenance (preventive, predictive & systematic) **strategies, procedures and methods; diagnosing** breakdown problems; monitoring and controlling maintenance costs
- **Specialist and Only Resource** in Asia Pacific within Valmet for designing **Customized Customer Centric Reports** in Visual C#
- Track record of achieving yearly targets and rated as Signification Exceeding Expectations for exceptional performance
- Creating new opportunities for Sales and Revenue Generation by understanding the pain points of the customers
- Contributed as System Architect for **Enterprise Asset Management (EAM)** and procurement Modules for ORACLE system R-12
- Active member in implementation of ORACLE ERP System for entire BILT Group which includes 6 pulp and paper units
- An effective communicator with excellent relationship management skills and strong analytical, leadership, decision-making, problem solving & organizational capabilities

## Career Timeline



## Core Competencies

Project Management

Instrumentation & Commissioning

Service Operations Management

Client Relationship Management

Preventive & Predictive Maintenance

Enterprise Asset Management System

Technical Sales & Business Development

Revenue Generation

## Skill Set

## Organizational Experience



Since June'17 with Valmet Automation Pvt. Ltd., Location as Sr. Engineer (Sales & Services)

### Key Result Areas:

#### Project Management

- Manage the **customized product development** (DCS) as per customer requirements
- Primary interface for design group and vendors through all stages in the product development cycle (concept to customer)
- Negotiate quality and lead time delivery terms for key product inputs from factories, producers and suppliers
- Design reporting format, leveraging multiple databases systems to streamline data used by members of global product team
- Member of Global product improvement team for customized reports as per requirement from the customer
- Project lead with automated testing and development of automation solutions
- **Multiple Systems Integration** (Integrating different platforms together) ERP systems and Process Control Systems
- Responsible for collecting India **Install Base** and suggest and implement upgrades to customers

#### Sales & Client Management

- Running sales & service operations, increasing business of QCS, DCS and other products of Valmet Like Consistency, Web Inspection, and Vibration Monitoring
- Forecasting periodic sales targets to achieve business goals
- Managing overall operations for service projects within cost & time norms
- Developing technical presentation and competitive strategies, for effective use as sales support for revenue growth
- Building & maintaining relations with clients, generating business from the existing accounts, achieving profitability and increased sales growth
- Collaborating with key client & consultant for New Services
- Lead team of engineers to meet the agreed targets; troubleshoot business problems and implemented creative, highly effective solutions

#### Service Operations

- Managing service and AMC operations of all products
- Erection & commissioning of machines & equipment and ensuring completion of project in minimum turnaround time effective resource utilization to maximize
- Supervising installation & commissioning as well as conducting tests & inspections to ensure operational effectiveness of utilities; effectuating maintenance plans
- Developing standards for instrumentation department for the various parameters
- Effectuating predictive, preventive & breakdown maintenance schedules of plant assets; conducting periodic checks to ensure performance of various equipment
- Preparing various project reports for identifying areas of obstruction / defects, conducting troubleshooting, service and repair to rectify the equipment
- Leading, mentoring & monitoring the performance of team members to ensure efficiency in process operations and meeting of project targets
- Designing Board machine controls with **4 Head Boxes and 4 Wire sections**

## Previous Work Experience

### April'16 to Jun'17 with Orient Paper Mills, Amlai as Manager Instrumentation (Head Instrumentation Projects)

- Erection and commissioning of Tissue # 3 (90 BDT/day)
- Performed installation and commissioning of all types of sensors like:
  - Special sensors for Pulp and Paper Industry like Brightness & Residual Sensor(Metso Cormec & Polarax)
  - Chip Level Control Digester (Metso CL1000)
  - Chip level Control Impregnation Vessel (Rosemount RADAR)
  - Consistency Control for Pulp (Metso Rotary & Blade BTG Rotary)
  - PH sensors for pulp applications (ABB )
- Latest Valmet DNA DCS with all logics and graphics successfully made and installed.
- 125 no.s ABB ACS 580 VFD drives commissioned, communicated & controlled via DCS
- 7 No. ABB DCS 800 machine drives commissioned, communicated & controlled via DCS
- Honeywell QCS with GSM and Moisture sensors for MD control successful commissioned and controlled
- Valmet IQ dilution controller for CD GSM control successful commissioned and controlled
- Honeywell Devronizer for CD Moisture control successful commissioned and controlled
- 2 Nos Andritz refiners successful commissioned and controlled in Specific energy control
- 2 Nos Natural Gas Burners converted and modified for Propane Gas and successfully commissioned and controlled via DCS
- Jagenberg rewinder successfully modified as per new requirement. All control logic changed from Siemens S7 400 to ABB 800xA

### August'11 to Feb'16 with Sabah Forest Industry (Unit of BILT), Malaysia as Dy. Manager Instrumentation

- Installed and commissioned:
  - 700 BDMT Bleached Pulp Fiber Line (Metso)
  - 750 BDMT Digester
  - 7.5 Ton/Day ClO<sub>2</sub> Plant
  - Oxygen Plant and 420 ADMT Pulp Drying Machine
- **DCS Migration:** place complete DCS system from Honeywell to ABB (800xA) for old plants (Pulp Mill, Power Boiler, Recovery Boiler, Lime Kiln and Re-causticizers)
- **APC for Cooking Plant:** ommission Advance Process Controller (APC – Metso) in communication with ABB 800xA DCS along with bi-directional exchange of data (200 I/O's) through OPC (Other Party Client) to enable plant run in cascading mode
- Contributed in project team to replace complete DCS system from Honeywell to ABB (800xA) for old plant s (Pulp Mill, Power Boiler, Recovery Boiler, Lime Kiln and Re-causticizers) within stipulated timelines. Profibus communication done with remote MCC I/O's (GE VERSAMAX) and Siemens PLC's

### Jul'10 to Aug'11 with BILT – Unit Shree Gopal, Yamunanagar as Executive Engineer

- Installed and commissioned
  - 350 BDMT Bleached Pulp Mill
  - 350 BDMT 3Batch Digesters
  - ClO<sub>2</sub> Plant and Paper Machines PM#1, 2 and 4
  - Wonderware SCADA at ABL boiler
- Interfaced 761 Controllers with Wonderware SCADA using FoxBoro with Runtime tags =500
- **New GapconCalender at Paper Machine-5 (Team Project)**  
Vendor Gapcon Total number of I/O =200  
Siemens S7 PLC
- **GE Turbine Mark VI Control Panel**  
Vendor GE Total number of I/O=500  
GE<R> Controller
- **Non-Condensable Gas Incretion Plant at Pulp-mill and Soda Recovery**  
Individually handled Erection and commissioning of the plant. Total number of I/O=100  
ABB AC500 (PM581) PLC
- **QCS And Induction Profiler**

Vendor ABB Total number of I/O=200  
ABB AC500M Controller with 800xA Platform

## System Proficiency

- Microsoft Visual Studio application in Visual Basic, .Net and C#.
- SQL Databases queries
- ABB800xA (extended automation): Erection & Commissioning activities of DCS System (800 xA, Make- ABB). System has feature of third party communication through OPC server, plant shift report generation and installed I/O count of 12500 No's with 20 no of controllers, Profibus connectivity with PLC & Drive's. Distributed architecture with servers at back end for system support. Redundancy for Power, communication, Servers & Fiber optic link. MIS/ SAP ERP link for transfer of shift/ plant date to SAP ERP system, MODBUS connectivity with plant instruments/ local field controllers
- Valmet DNA DCS and QCS
- Up-gradation of QCS from Honeywell to ABB 800xA
- Hydraulic Presses – Metso Supplied
- Radio-active Type Instruments for level, density and GSM measurements

## Academic Details

- **Pursuing E-MBA** from SP Jain School of Global Management, Mumbai
- **B.Tech. (Electronics & Instrumentation)** from Vellore Institute of Technology University, Vellore in 2010