

ABDUL MUJEER SHAIKH

Project Advisor

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📍 Dubai, UAE

SUMMARY

Practiced engineer, project leader & advisor, business development professional with over a 13 years of experience in oil and gas industry with service providers & operators in drilling & production optimization. Blends advanced technical, project management & business acumen to support full project lifecycle from proposal development to planning, implementation, quality deliverables, and support.

- + Secured over \$40M in additional revenues by securing complex integrated commercial projects (bundled services, turn key, joint ventures, discreet agreements).
- + Implemented innovative technology projects to help increase recovery from marginal & brown fields thus increasing quantifiable customer value (\$/bbl).
- + Engaged with internal & external customers, subcontractors, channel partners to deliver winning multi million dollar commercial models in integrated product/services contracts, including turnkey and multi-service contracts – applying advanced understanding of business, out of box thinking, third-party contracts procurement, and strategic management of product lines services.
- + Provided expert consulting services to oil & gas operators, contributing to big picture decision-making and strategy planning leading tender & contracts management.
- + Raised multicultural team performance via comprehensive training workshops, support, collaboration, and leadership.
- + Played instrumental role in developing new systems, best practices, and products / services implementation as a part of continuous improvement efforts.
- + Forged and cultivated productive relationships with cross-functional teams, leaders, partners, and executives.
- + Acquired certification in "Innovation in the age of disruption" by INSEAD & PG Diploma in Digital Business (Columbia Business School & MIT Sloan School of Management).

SKILLS & EXPERTISE

Project Management	Lean Project Startup	Drilling Engineering	Production Optimization	
Digital Business	Consulting	Problem Solving	Continuous Improvement	Contracts Management
Commercial Acumen	Entrepreneurship	Business Development	UBD/MPD	

EDUCATION

Post Graduate Diploma in Digital Business

Emeritus Institute of Management (Columbia Business School & MIT Sloan School of Management)

📅 11/2018 - 09/2019

- Digital Transformation Strategies - Big data, innovation, experimentation (MVP), lean startups & scaling, value proposition.
- Digital Platform Strategies - leading platform business through foundation, design, monetization, launch & growth through competition & governance.
- Digital Marketing Business - SEM, SEO, strategies (access, engage, customize, connect, collaborate), metrics (ROI & Agile Modelling), organizational structuring.

GPA

9.53 / 10

EDUCATION

Bachelors of Petroleum Engineering

University of Pune, India

08/2003 - 08/2007

- First Class with Distinction.

CERTIFICATION

Data Science Professional (In Progress)

IBM

Innovation in the Age of Disruption (2018)

INSEAD Executive Education - ideation, design thinking, agile methodologies, and business model innovation.

BHI PM Academy (2015)

PMI - Project Management Fundamentals & Project Management Professional Courses.

BHI Lead Engineering Program (2010-2014)

Baker Hughes Field Engineering Program & Murchison Drilling School Advanced Drilling Techniques.

IADC Well Control (2020)

IADC Well Sharp Well Control - Level 4 Supervisor.

EXPERIENCE

UBCTD Engineering Advisor (Consultant)

SPIE Oil & Gas

01/2020 - Ongoing Saudi Arabia

- Delivering flawless UBCTD rig startup for NOC in Middle East Region.
- Start up project with <5% NPT over first 5 wells with zero HSE incidents.
- Real-Time operational data analysis on live wells contributing to vital productive time and operational planning.
- Trained 2 local engineers in 6 months delivering localisation efforts for the organization.

UBCTD Project Advisor (Consultant)

M.S. Consultancy FZE for Buru Energy

05/2019 - 01/2020 Perth, Australia

- Advising Buru Energy on new technology implementation in WA with project expenditure of ~USD 16 M to increase the oil recovery from a marginal field boosting cash flow in 2019.
- Audited project progress & advised client on project techno-commercial requirements (products & services) filling out the gaps for smooth execution with 100% readiness within the project timeline.
- Setup project best practices as per Western Australia regulations & API.
- Worked in agile environment delivering value to a dividend focused small operator.

CTD & MPD Engineering Advisor (Consultant)

Medco Energi

03/2018 - 02/2019 Jakarta, Indonesia

- Successfully completed pilot offshore project with zero Lost-Time Injury (LTI) & 45% technical KPI achievements and drafted continuous improvement plan for future projects.
- Increase productive time by 20% W-O-W using real time drilling data analysis.
- Enhanced performance of local engineers as well as support function teams in regards to new technology implementation via training and workshops.
- Advised the project technical, contracts & procurement team on product & services selection for technical success & within budget.

EXPERIENCE

Business Development Manager / Pursuit Project Manager (Global)

Baker Hughes-Integrated Operations

📅 10/2016 - 02/2018 📍 Dubai, UAE

- De-facto lead for innovative multi-service projects.
 - Won 2 integrated projects generating new innovative revenue streams & contributing to top line growth (~USD 40 M annually).
 - Created strategy to deploy new technology including internal services and third party management (LSTK, multi product/service, integrated services) across two regions (Asia pacific & Middle east).
 - Identified & implemented production solutions for low performing wells in ageing assets.
 - Played instrumental role in new systems, best practices, and products / services implementation.
 - Forged and cultivated productive relationships with cross-functional teams, leaders, partners, and executives (internal & external).
 - Develop & document leads using eCRM (Sales force), Deal Machine & continue follow up.
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Well Engineering Advisor

Baker Hughes-Integrated Operations

📅 03/2014 - 09/2016 📍 Dubai, UAE

- Performed FEED for UBD, MPD & CTD Projects globally realising in ~\$ 350,000 revenue.
 - Managed technical multi product line & integration support for Geomarkets in tender, RFT & RFP response.
 - Key global conduit for CTD and Underbalanced (UB) CTD projects.
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Wellsite Engineering Positions (Offshore & Onshore)

Halliburton, Baker Hughes-Integrated Operations

📅 08/2007 - 03/2014 📍 India, USA, Malaysia, Saudi Arabia

- Successfully achieved the target KPIs and no LTIs by leading a multi national crew of 85 personnel offshore.
 - Commissioned 2 new hybrid CTD rigs & achieved flawless transition from pilot project into a fully integrated project.
 - Reduced number of wells per well from 35 to 24 in the first year saving \$1.3 million (per well).
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PUBLICATIONS

Four publications in SPE, IADC conferences in Middle East, Asia Pacific, North America Region.

LANGUAGES

English

Native



Hindi

Native



Arabic

Intermediate



AFFILIATIONS

SPE 133566

Northern Emirates Chapter