

# Rathnakumar Joseph

Project Manager

## Address

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**Accomplished, Strategic-Thinking** IPMA Certified Project manager having 15 years of **rich professional** experience in Project Management, Order Execution, Supply Chain management, Aftermarket Sales, Business development and working in diverse profiles of Cement and Mining Industry Projects, seeking a challenging position to contribute my skills to gain value and Profitability to your esteemed Organization.

## Experience

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### 05-2016 to Present - Manager – Project Management

*FLSmidth Private Limited, India*

#### Key Responsibilities:

- Project **Planning** and conducting weekly **Progress review** with the Project Engineers, Layout and Product, process engineers and Supply chain managers.
- **Resource Planning** & Optimization - within team and with Project Stake holders.
- **Project Budgeting & Cost Control** review with team.
- Addressing Critical queries from Clients on time.
- **Leading & Supporting** team to achieve their goals on time.
- Project **Risk Assessment & Mitigation** (Pre and Post Contractual Stage).
- Influencing customer for **New product & After Market sales**.
- **Contract Management** (Pre and Post Contractual Stage) – proficient in dealing with **Legal settlements, Claims management with** Customers and sub-suppliers **& Dispute resolution**.
- Conducting Training Need Assessment and Competency Mapping for team members.
- Receivables (Payment Collections) & Payables review with team along with Finance BP.
- Leading team in Site Mobilization, Demobilization, scrap handling and Closure activities.
- Periodic reviewing of Site Manpower thereby Augmenting/Optimizing the resources.
- Reviewing and controlling the progress of **Site Fabrication and Erection** activities.
- Ensuring **Safe and Healthy working environment** both in HO and at project sites.
- Managing **Export & import** shipments and High Sea Sales.
- Establishment of Site offices at Foreign Countries.

- Mobilizing Erection and commissioning supervisor to foreign sites; Especially in pandemic situation.
- Timely **alarming the management** on the Project's potential Risks and seeking Attention and Action.
- Department's Developmental Activities and **cost control Initiatives**.
- Building a good rapport with client for better coordination & facilitating to gain future projects
- DNVGL Certified **Internal Auditor** for Occupational Health and Safety Systems.
- Handling ISO audits (**Bureau Veritas**) representing our whole project execution department.
- Astute leader, swift in learning & adapting new business environment and a strong believer in the results of **team work**.

#### Projects Handled:

- **My Home Industries Pvt Ltd (EPE) GU - Period: 2016-2017**
  - **Scope:** EPC project - Clinker Grinding Unit at Tuticorin, India;
  - **Project Value:** INR. 650 million. (*Payment Collection: 100% on time without Letter of Credit (L/C)*)
  - **Achievements:**
    - Successfully Handled ~2800 MT of Site Fabrication and Erection of Structural Steel & cement manufacturing Equipment by managing 3 Major and 5 minor contractors along with our team 25 engineers and completed the commissioning well ahead of time.
    - Received Performance Bonus from customer for completion of project commissioning well ahead of time.
- **Cielo Azul Cementos Y Calizas SA, Uruguay, South America;– Period: 2017 to present (Export project)**
  - **Scope:** Engineering, Procurement, Supply, Erection and Commissioning of complete Cement Plant
  - **Project Value:** USD. 33 million (*Payment Collection: 100% on time with Letter of Credit (L/C)*)
  - **Achievements:**
    - Effectively liaised with Customer's bank(s) for Establishment of multiple international L/Cs.
    - Efficiently handled 160 Sea Shipments (+15 Air cargos) under multiple L/Cs.
    - Successfully supplied ~4000 MT of Structural Steel involved Sourcing from various countries.
    - Organized layout and Engineering meetings with Client (Uruguay) and their Civil Consultant (Brazilian) and established a strong cross-cultural business relationship with them for efficient execution of Projects.
- **CG Cement – Nepal – Period: 2017 to 2019 (Export project)**
  - **Scope:** Engineering, Procurement, Supply, Erection and Commissioning of Crushing and Material Handling Package @ Palpa, NEPAL.
  - **Project Value:** INR. 110 million.
  - **Achievements:**
    - Influenced customer to purchase a cancelled project's non-moving stock items at a competitive price and shorter delivery time and created a Win-Win business environment.
    - Effectively participated in layout engineering along with our customer and their consultants from TCE and surveyed a Challenging Hilly region for finalizing the equipment layout.
    - Performed a logistic route survey to choose the suitable roads to transport our equipment and advised customer on the challenging parts of the roads.

- **Meghna Mongla, Bangladesh – 2020 to Present (Export project)**
  - **Scope:** Engineering, Procurement, Supply, Erection and Commissioning of Material Handling Package.
  - **Project Value:** USD. 7.25 million.
  - **Achievements:**
    - Politely and profoundly convinced an angry but loyal customer who had ideas to terminate the contract due to an motor failure in the earlier project supplied by our Global HO and influenced them to pay all our outstanding payment of 1.5 million USD on account of this issue.
    - We had also managed to convince the customer's Legal Advisor (An SC Lawyer of Bangladesh) and brought them to an agreement with minimal supports from our management team.
- **JK Cement Works – Mangrol - (2020 to Feb-2021):**
  - **Scope:** Cooler Upgrade + Hot Air Recirculation
  - **Value:** INR 50 million (*100% payment collected well ahead of time*)
  - **Achievement:**
    - Successfully completed commissioning and PG test within a month of Start-up.
    - Convinced customer to Pay the payments well in Upfront while the Contract Says 100 % payment in 8 quarterly instalments after PG test.
- **Birla Corporation - Chanderia:** Pyro Upgradation form 4500 TPD to 5500 TPD. (2020 to present).
- **Prism Johnson Cement - Satna:** Pyro Upgradation from 8500 to 9300 TPD (2021 to present).

## 09-2015 to 05-2016 – Project Manager – Supply Chain Management and Execution

*FLSmidth A/S, Denmark*

### **Key Responsibilities:**

- Involved in execution of imported portion of Multiple Projects being executed from our Global Head office in Denmark.
- Reviewing Project Plans and monitoring the progress.
- Involved right from Project inception and performed all activities single-handedly until delivery to site.
- **Purchasing** Activities: Floating Inquiry, Offer Comparison & Evaluation, Negotiation, Order finalization & Placement.
- **Expediting** of Manufacturing Progress with all European and Chinese Sub-Suppliers and ensure on time deliveries.
- Organizing quality inspections at vendor places with local quality engineers and TPIs
- Managing Inland Logistic performing Export shipments.
- Trouble Shooting of Customer Queries/Site issues.

- Reviewing Cost Control reports and Highlighting the Odds.
- Highly focused to develop my **Cross-cultural engagement** with colleague and stake holders of Different Ethnicity to a greater extent.

#### Projects Handled:

- **Shivam cement (Import Portion)**; Scope: Engineering, Procurement, Supply, Supervision of Erection and Commissioning of Clinkerization Plant Nepal; Period: 2015-2016.
- **Riddhi Siddhi (Import Portion)**: Scope: Engineering, Procurement, Supply, Supervision of Erection and Commissioning of Pyro Processing Unit., Period: 2016.
- **Other projects – Installation / Commissioning Phase – Post Supply Issue Resolution:**
  - **Orient cement - Chitapur** – Site Issues and Customer complaints Resolution.
  - **Ramco Cement** – Expediting, Shipment coordination, Site Issues & Customer complaints Resolution.

#### 06-2010 to 09-2015 – Dy. Manager – Project Management

*FLSmidth Private Limited, India*

##### Key Responsibilities:

- Involved in execution of Multiple Projects (<3)
- Reviewing Project Progress in line with Project Plans.
- Coordinating with all Stake Holder and Team Members.
- Client Management.
- Trouble Shooting of Customer Queries/Site issues.
- Organizing Client Expediting and Inspection.
- Coordinating for Monthly Review Meetings with Customer.
- Logistic Coordination for inland and overseas transportation (High Sea Sales).

#### Projects Handled:

- **KJS Cement**; Scope: Engineering, Procurement, Supply, Supervision of Erection and Commissioning of Pyro Processing plant at Maihar, Madhya Pradesh; Period: 2010 to 2012.
- **Jayaprakash Associates – SUN-II**; Scope: Engineering, Procurement, Supply, Supervision of Erection and Commissioning of Complete Cement Plant at Sidhi, Madhya Pradesh; Period: 2010 to 2012.
- **Jayaprakash Associates – BMS-SUN-II**; Scope: Engineering, Procurement, Supply, Supervision of Erection and Commissioning of Grinding unit at Sidhi, Madhya Pradesh; Period: 2010 to 2012.
- **Orissa Cement Limited-SGU** - Scope: (Dalmia Group) Engineering, Procurement, Supply, Supervision of Erection and Commissioning of Split Grinding unit Midnapore, West Bengal; Period: 2012 to 2014.
- **Dalmia cement Bharat Limited – CGU** - Scope: Engineering, Procurement, Supply, Supervision of Erection and Commissioning of Coal Grinding unit Belgaum, Karnataka; Period: 2012 to 2014.

**01-2009 to 06-2010 – Break for Higher Education.**

**05-2005 to 01-2009 – Lead Engineer – Project Management**

*FLSmidth Private Limited, India*

**Key Responsibilities:**

- Tracking and Ensuring Project Progress in line with Project Plan.
- Coordinating with Internal Stake Holder.
- Client Communication and Support.
- Expediting of Sub-supplier.
- Conducting Review meetings with all Stake Holders.
- Addressing Site complaints.
- Coordinating with Customer Logistic team for Road, Air & Sea shipments.
- Assisting Aftermarket Sales Proposals.

**Projects Handled:**

- **Binani Cement- Line-2** - Scope: Engineering, Procurement, Supply, Supervision of Erection and Commissioning of Complete Cement Plant at Pindwara, Rajasthan; Period: 2005 to 2007.
- **Binani Cement, NKT-GU** - Scope: Engineering, Procurement, Supply, Supervision of Erection and Commissioning of Split Grinding Unit at Neem Ka Thana, Rajasthan; Period: 2007 to 2008.
- **Binani Cement – Pyro** - Scope: Engineering, Procurement, Supply, Supervision of Erection and Commissioning of Split Grinding Unit at Gujarat; Period: 2008-2009. (Project Shelved)

## **Education**

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**01-2009 - 06-2010 - Coventry University, West Midlands, United Kingdom**

*MBA - General management - (Favorite Areas - Business Analysis; Sales & Marketing; Leadership Strategies)*

**07-2002 - 04-2005 - Amrita Viswa Vidhya Peetham, Coimbatore**

*Bachelor of Engineering - Mechanical Engineering*

## Courses & Trainings

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06-2020	Cyber Safety Training
01-2020	IPMA Project Management - Certification
12-2019	Fundamentals of Business Analysis and Business Modelling Techniques
01-2019	Selling for Project managers
09-2018	Finance for Non-finance Managers
10-2016	Occupational Health and Safety Management System (OHSAS)– Internal Auditor
2015	De-Bono Thinking Systems
2014	Situational Leadership
2009	Effective Negotiation
2008	Course on Project Management – NICMAR Institute – Pune, India
2008	Personal Quality Management
2007	Project Management Program (PMP - 35Hrs) – Affiliated to Project Management Institute (PMI)
2006	Effective Communications & Team ship

## Skills

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Project Management	<div><div></div></div>
Contract Management	<div><div></div></div>
Supply Chain Management functions	<div><div></div></div>
Risk Management	<div><div></div></div>
Change Management	<div><div></div><div></div></div>
Astute Leader	<div><div></div></div>
Cost Saving/Control	<div><div></div></div>
Project Planning & Reviewing	<div><div></div></div>
Decision making	<div><div></div></div>
Team Player	<div><div></div></div>
Selling	<div><div></div><div></div></div>
Effective Communication & Presenting	<div><div></div></div>

## Software

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MS Project	<div><div></div></div>
Auto Cad 2000	<div><div></div><div></div></div>
CATIA	<div><div></div><div></div></div>
MS Office tools & Power BI	<div><div></div><div></div></div>

## Languages

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English	<div><div></div></div>
German - Certified	<div><div></div><div></div></div>
Spanish	<div><div></div><div></div></div>
Tamil	<div><div></div></div>
Hindi	<div><div></div><div></div></div>

## Contact Details

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