

## Key Highlights

I am looking to work in **Digitalization/Industry 4.0 (IIOT ,Artificial Intelligence ,Machine learning)**Solutions as a Business Development. I hold unique blend of **26 years** of experience in the domain of **Sales & Marketing, Project Management, Supply Chain Management , Industry 4.0 ( IIOT, Artificial intelligence, Machine learning) & Digitalization & Automation of Business Procedure & Control.**

I have experience of working with business consultants like **McKinsey, Ernst and young, Accenture** for business process improvements for L&T.I was part of technology transfer of L&T-MHPS (Mitsubishi Hitachi Power system).Working experience of International client like **Saudi Aramco Kuwait oil company, Pratt & Whitney etc**

## Experience

**Utvyakta Solutions Pvt Ltd (3<sup>rd</sup> May 2021 till date ) Vice President – Business development for Industry 4.0 solutions (Artificial intelligence & Machine learning)**

**Larsen & Toubro (L&T) – 20 Years (2001 – 15<sup>th</sup> April 2021)**

- **L&T Hydrocarbon Engineering. – (Supply Chain Mgmt., Digitization and Operational excellence & Industry 4.0) (6 .5 Years)**
- **L&T-MHI Power Boilers Pvt Ltd – Project Mgmt. & Digitization (6.5-years)**
- **L& T Info Tech- SAP Sales & Distribution (2-years)**
- **L&T Eutectic - Business Development Manager (6-years)**

**Triveni Eng., Kilburn Ltd, Haden Josts LTD (1996 to 2001) Business development, proposal & Estimation. (5 years)**

## Vijay Tiwari

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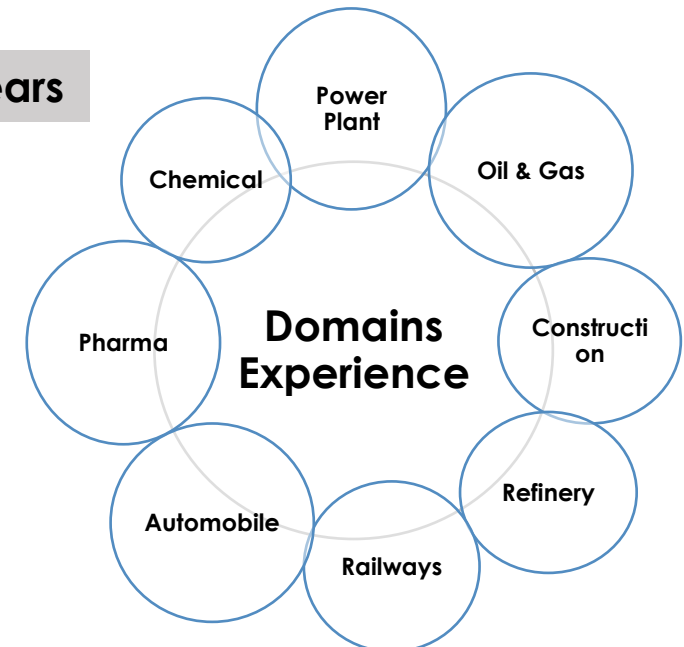
Education: V.J.T.I – Mumbai (LME) & B.V.C.E.O (B.E - Production)



## Core Expertise



## Domain Experience – 26 years



# Key Skills

## Sales & Marketing

- Excellent rapport with customers (Including CEO level) at various industries like Pharma, Chemical ,Construction Indian Railways etc., which has resulted in continued business.
- Enquiry generation by implementing new Ideas and sold the concept of Industry 4.0 ( IIOT, Machine learning (ML) Artificial Intelligence (AI)
- Excellent track record of selling international technologies and backed by lot of certificate achievement.
- Giving compelling presentations and collateral that Demonstrate solution (products and services) tailored according to the customer, to showcase business value and help them solve problems and make key strategic decisions.
- Liaising with Consultants/Distributors/Dealers & Government clients like Indian Railways to achieve the objectives of the company.
- Introducing new Sales Channels and promotional programs like seminars, tradeshow.

My in-depth experience of Project Business Cycle like Engineering, Purchasing, Manufacturing, Fabrication, Construction etc. will help to generate creative and innovative ideas in the field of Artificial intelligence (AI) ,Machine learning (ML) .This will help to generate new business & Increasing the sales of the company.

## Industry 4.0

All the technologies which are the part of Industry 3.0 including all sensors, PLC and DCS are executed in power project by me .All the technologies of Industry 4.0 covering IIOT, Machine learning (ML) Artificial Intelligence (AI) etc. are already studied as a part of Industry 4.0 champion development program.

Executed the real time project in the field of IIOT, Machine learning (ML) Artificial Intelligence (AI) Like 1) Compressor Monitoring and predictive maintenance 2) Pilling Drilling machine Monitoring and predictive Maintenance 3) Diesel Generator set Monitoring and predictive maintenance.

## Digitization and automation of Business procedures & controls:

- Strong Domain expertise in Sales & Distribution, Project system, Budgeting, cost planning, scheduling and Supply chain management leading to Procurement, logistic, contract execution and closers and construction management.
- Identification of business improvement opportunities across all the core strategic processes, restructuring of processes and tracking and monitoring the implementation status of the action points. Experience **of international business practices**
- Identification of key control points, developing control improvement recommendations and monitoring implementation.
- Experience of managing complex IT Projects. Practiced in classifying business requirement, performing Gap analysis between goals and existing procedures.
- Digitalization of manual into fully automated process. Implementation (SAP ERP) of Project systems & SD modules.knowledge of PS, SD and MM Module of SAP

**Project Management** Having real time experience of managing Mega Power projects worth INR7000 Crores/USD 1000 Millions. In addition, I have worked for Oil and Gas Majors as Kuwait Oil company (Project value= INR 5000 Crores/USD 714 Millions and Saudi Aramco and I know their practices and standards as well.

## Experience Details (1 of 2)

**Utvyakta Solutions Private Ltd (May' 2021 to Till date):** Utvyakta is an Industrial internet of things (IIOT) system integrator specializing in predictive maintenance and performance monitoring.

**Specialty:** Industry 4.0 IIOT, Artificial intelligence (AI), Machine learning (ML), Big data etc.

### Vice President – Business development

- Introduced company's Industry 4.0 technologies to various companies like Sun Pharma, Johnson & Johnson, Rallis India, ACG PAM Pharma, Cipla, Jindal steel, Dow chemicals, Mankind Pharma, Lupin, Reliance, Shell Gas, Railways etc.
- Identified 4 emerging markets as a potential for growth, resulting in the company's expansion in the industry like
  1. Developed the new application of industry 4.0 for Pilling drilling machine.
  2. Introduced the online real time flow monitoring systems for Industrial uses.
  3. Developed the new application for Diesel generator set
  4. Developed the monitoring system for oxygen generator skid.
- Developed and implemented a sales forecast system, that dynamically calculated future sales and constraints.

### Significant Achievements:

- ❑ Sales growth of 60% by establishing new customers like Mahindra & Mahindra, Godrej, Johnson & Johnson, Apar Industries, Deep pneumatics, Shilpan steel cast, Rolex rings, Tynor etc.
- ❑ Generated order of 200 compressors for monitoring & Predictive maintenance. Established 80% market share.
- ❑ Increased territory client base by 60% by establishing new channel partners in Compressors Industries.
- ❑ New breakthrough in construction Industries by increasing sales revenue by 15%.
- ❑ Regain the lost customers
- ❑ Retained the company's top customers in the wake of strict competition.

### **L&T Hydrocarbon Engineering – July'2015 to April 2021**

Role & Responsibilities: AGM-SCM

Digitization and automation of Business procedures & controls: Part of team for Digitalization initiatives with IT enabled integrated project management suite of Dassault 3D Experience (IPMS) platform. This is aligned with SAP, Primavera and Microsoft share point based various Digital tools for giving End to end solutions for project management system. This system comprises of

- ✓ Engineering management module.
- ✓ Integrated Planning, scheduling & Progress Monitoring systems
- ✓ End to end supply chain process
- ✓ Construction Management module.
- ✓ Supplier development, Delivery Management

### Significant Achievements:

- ❑ Developed process and systems with Earnest and young for Supplier management.
- ❑ **Implementation IT enabled Digital VDM Tool**—which permits tracking systems for Vendor engineering, planning and Tracking of physical progress of items at various stage of Manufacturing and system for tracking from source to destination.

### **Key Business Benefits:**

- Real time monitoring & Control of issues and deviation for entire business process right from Engineering, Quality, planning to supply of package for improving delivery performance.
- Online Tracking of progress of Engineering, quality and Planning of the package.
- Tracking of physical progress of items at various stage of Manufacturing of delivery item.
- ❑ Bagged Silver & Bronze medals for my contribution in enabling to strengthen business process through Digital technological solution by Larsen & Toubro Limited (Hydrocarbons)
- ❑ Appreciation award for Creation of vendor market intelligence by Larsen & Toubro Limited (Hydrocarbons)
- ❑ Appreciation award for building strategic alliances with the major customer Saudi Aramco by by Larsen & Toubro Limited (Hydrocarbons)
- ❑ **KUWAIT IOL COMPAPANY (Project value= 714 Million USD/5000 Cr INR )** Completed contract to delivery of valves packages.(15,000 nos).
- ❑ **Saudi Aramco Project:** Completed delivery management of critical Items.
- ❑ Reduced 18% cost by developing the new vendors for critical items.

## Experience Details (2 of 2)

### L&T-MHI Power Boilers Pvt Ltd (Feb' 2009 to June' 2015)

#### Role & Responsibilities:

AGM-Project Management. Mega Power projects (INR7000 Crores/USD 1000 Million.)

- Project planning & scheduling, Detailing of project scope, Preparing and monitoring the various package submission schedule with the client.
- Interface with Client and Suppliers to facilitate timely processing of orders to meet key milestones.

#### Significant Achievements:

- Developed process and systems of project management with Accenture
- Successfully executed transfer of technology of Mitsubishi-Hitachi power systems
- Implemented successfully SAP project module for entire boiler business for L&T – MHPS Boilers Pvt. Limited
- Analyzed delays and disruptions to aid settlement of LD claims for 15 vendors.
- Settlement of various issues and disputes related to Guarantees and Warrantees with respect to contract with for around 10 vendors.
- Enhanced valve design mechanism and saved 20% cost of valve.
- Managed post-order activities for High Value Purchase orders estimated at USD 285 Million (INR 2000 Crore) for various Suppliers

### Larsen & Toubro Infotech Limited (April' 2007 to Feb' 2009)

#### Role & Responsibilities:

- Worked in presale and Implementation
- Discovery sessions with client and giving demonstrations/presentations in support of sales cycles. Ensuring that the company's product can deliver on the customer's requirements
- Design of business Blueprint
- Creation of various master data like Material master, vendor master, customer master etc
- Creation of project structure for SAP
- Creation of Test data and Test configuration
- User Acceptance testing and Sign-off.

#### Significant Achievements:

- Bagged order from L&T-MHPS (Mitsubishi-Hitachi Power Systems)
- Bagged order from EWAC alloys
- Worked in support function for Pratt & Whitney.
- Worked in support function of UltraTech Cement Limited.

### L&T-Eutectic (April' 2001 to March' 2007)

#### Role & Responsibilities: business development manager

- Worked with **Mckinsey** for Designing of sales growth strategy drivers for our company.
- Generation of enquiry implementing new Ideas & Selling of concepts
- Preparation and Giving presentations tailored according to the customer.
- Liaising with Consultants/Distributors/Dealers to achieve the objectives of the company.
- Introducing new Sales Channels to the organization.
- Create visibility for solutions and services through promotional programs like seminars, tradeshow .
- Excellent rapport with customers (Including CEO level)

#### Significant Achievements:

- Sales growth of 35% by establishing new solutions in Major customers like Reliance, I.O.C.L. Mahindra & Mahindra, Central railways, Torrent , GACL, GSFC.
- Regain the lost customers.
- Improved major customer retention in Industries like Petrochemicals, Railways, Automotive, Construction, Energy.
- New breakthrough of customers like GHH MAN, Alstom. Siemens Mazgaon Docks, Eirich etc
- Established aluminizing solutions for the chimney **first time in India** for petrochemical Industries
- Geographical expansion by establishing new channel partners in Railways
- Return on Investment on solution sold:
  - 1)Torrent Gujrat Biotech saved 3 months time and 4times less cost.
  - 2)Mahindra & Mahindra saved 4 months time on CNC machines:
  - 3)Reliance spare parts life increased by 2 times :
  - 4) IOCL Vadodara saved 25% cost & 10% fabrication time.
- Appreciation letters from customers for rendering solutions to their critical problems.
  - Mahindra & Mahindra Ltd,
  - Jayant Oil Mills and
  - Indian Engineering Company
- Awarded Certificate of recognition for exceeding sales achievement against Target for consecutive three years by Larsen & Toubro Limited (WPB).