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**Name: Sushant Mohan Saxena**

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**BRIEF OVERVIEW:-**

* Goal: To become a technically sound engineer working in the top echelons of a Good Organization fostering growth and laurels to my organization.
* Professional Strengths:- Marketing and Communication skills, Multitasking and Network Marketing Making effective and creative presentations and reports on several industrial issues, Ability to adapt in adverse conditions,
* Leadership Qualities:- Data Correlation and Production Optimization and Cost Reduction, Process

Planning and Control, AUTO-CAD, PRO-E, PVELITE.

* Personal Strengths: - Fast Learner, Analytical Aptitude and ability to correlate the data, Ability to work hard, Effective Team Worker, Honesty and Ability to adapt in adverse conditions and Travel.
* B-Tech in Petro-Mechanical Engineering from School Of Petroleum Technology PDPU Gandhinagar.

**Academia**

2004:- 10th from CBSE Board, Bishop Conrad Senior Sec. School Bareilly, secured 75% marks.

2007:- 12th  from CBSE Board, Central School Harni Road Vadodara, secured 68% marks.

2013: B-Tech Petro-Mechanical Engineering from Pandit Deendayal Petroleum University Gandhinagar, Secured 7.8 CGPA out of 10.

**Work Experience:-**

**1 Organisation: L&T-OSWAL Infrastructures**

**(Rotary Equipments & Process Engineering and Technology)**

**Duration: - September-2015 till February 2019**

**Designation:-Manager**

**Role:-**

* To build market position by locating, developing, defining, negotiating and closing business relationships.

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| Identify potential lead sources and prospect for new business.   * React quickly to incoming enquiries ensuring relevant information is issued and then   Proactively followed up in a timely manner to convert into sales.   * Effective calling to prospective client’s for business. * Negotiate terms and close sales using appropriate skills to challenge objections. * Demonstrate listening skills to gain a clear understanding of customers’ requirements. * Create and maintain sales logs for individual events. * Logging bookings received on event management system and rising relevant invoices. * Create and update event floor plans on Auto-Cad, ERM and ERP system. * Attendance at relevant events to promote the ADS event programs and recruit delegates. |

* Responsible for locating and proposing potential business deals by contacting potential partners.
* Responsible for discovering and penetrating the company’s presence in new markets by exploring opportunities and making effective presentations.
* Responsible for organising various conferences and seminars for existing and potential clients and service providers.
* To screen potential business deals by analyzing market strategies.
* Responsible for closing new business deals by coordinating requirements, developing and negotiating contracts and getting company registered with potential clients.
* Prepare various bids for the tenders of Oil and Gas Clients, for piping, manufacturing and separators.
* Timely submission of Exceptions and Deviations, and ensuring compliance of all the terms and conditions of Contract to the Clients from the tendering stage to the closure.
* Application and Follow up for Bid Bonds and Bank Guarantees for various tenders.  
  Submission of Monthly Progress Reports for Energy and Infrastructures Services.
* Close coordination with the different functions including Tax, Contracts and Finance for the submission of Exceptions taken and finalised.
* Preparing and updating the Price-books on the system for the various Contracts signed.  
  Updating the CRM software for various stages of the tender won/loss.
* Responsible for integrating contract requirements with business operations.

1. **Organization: Enquest/HPEL-Zeppelin Limited ,Mumbai(Engineering & PMC for Oil & Gas and Downstream Sectors)**

**Duration: August 2011-August 2015**

**Designation: Assistant Project Engineer**

**Role:-**

* Responsible for handling a team of 15 members and technical coordination between them.
* Directs daily activities in the Engineering Division and is responsible for meeting engineering productivity objectives by overseeing engineering and design and coordinating inter-disciplinary work.
* Regularly establishes the status of engineering modifications, handles the exchange of data between disciplines, interfacing with procurement and construction, expediting routing of vendor documentation.
* Directs or participates in the preparation of, and executes job-specific tender packages and contracts for approved projects. Participates in bid reviews and contract negotiations and ensures proper execution of the project.
* Support the Third Party Inspection and document review from Client side.
* Participates in the HAZOP review process as required.
* Ensures all equipment on drawings and data sheets are properly identified with tag numbers for traceability throughout the project life cycle.
* Responsible for selection of valves, tubes, pumps and compressors and their selection
* Awarded by the company for timely completion of all the projects and targets
* Participating in a formal review of the project with relevant parties, on completion, to identify opportunities for learning and development.
* Responsible for planning and organizing all engineering activities of any modification in coordination with the job officers and planning engineer.
* Coordinates the input required from all disciplines as and when requested by the engineering contractor. Identifying and reporting all problems and arrears concern related to engineering and initiating the necessary remedial actions in consultation with Divisional Manager.
* Analyze all suppliers (for both Local and Import purchases) in order to select the most  
   suitable supplier who are able to deliver high quality products at competitive pricing.
* Negotiate with the suppliers on lead-time, cost and quality so as to obtain the  
   maximum benefit for the company.
* Manage suppliers to meet the objectives related to cost, delivery performance, schedule  
   and quality.
* Follow-up with suppliers on delivery schedule in order to ensure on-time delivery of the  
  product.

**ACADEMIC PROJECTS**

**Industrial Trainings:-**

**Company : Oil and Natural Gas Corporation Cambay**

**Duration : June 2010-July 2010**

**Designation: Project Intern**

**Role :-**

* Product inter phase calculation in different product pipelines in IOCL.
* Study and find the possible route of the pipeline under Reconnaissance Survey.
* Study and analysis of various pipeline construction processes.
* Maintenance of various equipment in the plant like strainer, tanks etc.
* Studied the Leak Detection System at IOCL – Brijwasan Terminal.
* Analysis of various reservoirs and there concerned software’s.

**Other Academic Projects**

**B-Tech Project 1:**

**Title : Real Time Construction Aspects in Cross Country pipeline.**

**Location: Pandit Deendayal Petroleum University Gandhinagar.**

**Year : 2012**

**Description:-**

* Study the various construction activities in Pipeline mainly mainline construction activities.
* Study the various selection parameters in operation of Horizontal Directional Drilling.
* Analysis of Horizontal Directional Drilling proposed data by theoretical calculation.

**B-Tech Project 2:-**

**Title : Applications Of Under Water Welding in Oil and Gas Sector**

**Location: Oil and Natural Gas Corporation Ahmedabad.**

**Year : 2010**

**Description:-**

* Responsible for carrying out welding calculations and observing the arc of welding processes.
* Research on constant current and constant voltage welding processes and the analysis of flux used over there.
* Research on the formation of pallets during welding processes and observing the constraints of underwater welding.
* Welding of various pipeline equipments through TMAW, IGAW, Beam welding.

**Trainings, Certifications and Achievements**

* Attended 2nd Oil and Gas Pipeline Infrastructure Conference (Associated by Petro fed) at Hotel Sheraton New Delhi.
* Attended the Petro-Tech conference in New-Delhi at Vigyan Bhavan.
* Presented paper on Industrial Safety and Engineering in Amalthea at IIT Gandhinagar.
* Certified in Liquid Penetrant Testing Level – II
* Participated in LG National Science Olympiad and secured AIR 3
* Participated in School Level Speech Competition and won a book as award.
* Attended Chemtech in Mumbai at Goregaon in 2019.
* AIEEE Rank of 1814 all over India.
* Participated in Robocon and FLARE in IIT Mumbai.
* Participated in training program by Project Appraisal Consultants for Project Engineering at India International Centre New Delhi in 2019.
* Participated in Fertilizers Association of India conference held at JW Marriott New Delhi in Dec 2014.
* **Leadership Qualities: Selected as the team leader in the college Research and Innovation Project, Responsible for making Rain Water Harvesting System in the college, Selected as Cricket Captain in the College Team**.

**IT Skills**

Operating Systems: Windows 98/2000/XP/Vista.

Software: AutoCAD, Matlab and Petrel Unigraphix NX2, Primavera

Packages: MS Office (MS Word, MS Excel, MS PowerPoint)

**PERSONAL DETAILS**

Mobile : +91-6354263829 / / 9099075001

E-Mail : [sushantsaxena1988@gmail.com](mailto:sushantsaxena1988@gmail.com), sushantmohan417@gmail.com

Date of Birth : - 31 July 1988

Address : - Sector–75, NOIDA (NCR), UP-201301

Languages : - English, Hindi.

Marital Status: - Single But about to get married.

Passport No. : - K4858141

Pan Card No: - BYDPM1286L

Mother’s Name: - Mrs Poonam Mohan

Father’s Name: - Mr Rajesh Mohan

Fathers Occupation: - Banking

**Personal Strengths:- Fast Learner, Honesty, Analytical Aptitude and ability to correlate the data, Ability to work hard, Effective Team Worker, Honesty and Ability to adapt in adverse conditions and Travel extensively. Skills to apply theoretical knowledge to develop new products and design strategies, trouble shooting.**

Hobbies:- Mimicry, Solving Mathematical problems ,IC Engines Study, Music, Watching Movies, Reading Times of India and Competition Success Review.

**Declaration:-**

I hereby declare that the above furnished details given by me is true to the best of my knowledge and belief.

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Place: Delhi (NCR)/Vadodara

Date: 19-02=2021