**Lakshma Reddy Kavvam,**

Ridge Towers, A-Block, 210,

H.No. 48-243/2 Bus Stop near Ganesh Nagar, Surya Nagar,

Qutubullapur, Hyderabad, Telangana 500037 INDIA.

Mobile No: +91 9701446441

E-Mail: lakshvam@gmail.com

OBJECTIVE:

Seeking an elegant and challenging career path, harnessing my present experience in the new role while learning from the diversified dimensions of the new organization and continually improving the skill set for achieving the set targets while leading the team in focusing on unidirectional target of increasing sales and revenue, thereby presenting better balance sheet to the stake holders and representing a successful team.

ACADEMIC RECORD:

* Pursuing EPGDM (Marketing) from Alliance University, Bengaluru (2018-2021).
* *Bachelor of Technology in* ***Electrical and Electronics*** from Arkay College of Engineering and technology **(**affiliated to JNTU, Hyderabad**)** in 2004 with **73.4%**.
* *Intermediate (10+2)* from Pragathi Mahavidyalaya Junior College (Board of Intermediate Education), Hyderabad, Andhra Pradesh, with 73.2%.
* *SSC (10th)* from Poornima Vidya Niketan High School (Board of Secondary Education) Hyderabad, Andhra Pradesh, with 81.5%

COMPUTER KNOWLEDGE:

Operating Systems : Windows-10

Languages : C

Software : Auto-CAD, Inventor professional, Coulombs-3D

PRESENT JOB ROLE : **From:**01/06/2019 **To:** Till Date

JOB TITLE : Entrepreneur - Industrial Workshop

**Products & Services:** Plastic Drinking Glass Die makers, Industrial retro fitting services and mechanical job works, hard metal precision components.

ORGANISATION : Sri Sai Ram Engineering Works, Balanagar, Hyderabad, Telangana, India.

EXPERIENCE : 2years 7Months

RESPONSIBILITIES &

ACHIEVEMENTS : Turnover has been increased from 100TINR to 240 TINR per month.

PREVIOUS JOB ROLE-7 : **From:**01/10/2018 **To:** 31/05/2019

JOB TITLE : General Manager (Engineering) - AIS Isolator/Disconnectors

**Products:** EHV Switchgear (Air Insulated Disconnectors from 33kV to 765kV)

ORGANISATION : GR Power Switchgear Limited, Hyderabad, Telangana, India.

EXPERIENCE : 8 Months

RESPONSIBILITIES : I am responsible for AIS Isolators/Disconnectors Engineering works for GR Power Switchgear (from 33kV to 765kV) for Domestic & Exports markets.

1. Submission of Tender Stage Drawings (GA, Foundation, Structure, Contacts, Mechanism Boxes, Control Schematics, Insulators, GTP, Technical Compliance & Deviations and other related documents).
2. Post Order - Detail engineering (Customer specific project related drawings, GTP, Technical & Value addition discussions, tailor made solutions, Technical related queries & comments resolution and getting the drawing approvals.
3. Manufacturing Drawings: Issue of work order specific manufacturing drawings to production team, taking internal compliance and making necessary changes w.r.t dimensions, materials, process, shape & size; without much deviation to the customer approved documents.
4. Meeting Customer/Consultants: Meeting customers and consultants during the drawing approval stage and resolving the queries, preparing the compliance sheet, submitting the revised documents w.r.t the compliance sheet and getting the approvals.
5. Assembly Issues Resolving: Any issues related to the final product assembly, quality checks for the first proto and clearance for complete lot production, suggesting alternatives in case of non-availability of any material w.r.t customer approvals and discussing with customer regarding the changes done and making the compliance sheet for adherence during the factory acceptance test.
6. At Site Assembly Issues Resolving: Sometimes customer might complete the erection by themselves and issues regarding assembly and functioning of the equipment arises. In such cases visiting the site and understanding the issues, proposing and convincing customer for an amicable solution.

ACHIEVEMENTS :

* More than 150 work orders engineering related activities are completed, manufactured and delivered to customers.

PREVIOUS JOB ROLE-6: **From:** 15/02/2018 **To:** 19/09/2018

JOB TITLE : Senior Tender Specialist - GIS

**Products:** EHV Switchgear (Gas Insulated Switchgear 245kV & 420kV)

ORGANISATION : ABB Global Industries and Services Private Limited, Chennai, Tamil Nadu, India.

EXPERIENCE : 7 Months

RESPONSIBILITIES : I am responsible for AIS to GIS Strategic Sales working for Switzerland GIS Unit-2106 (250kV & 550kV GIS) for USA & Mexico markets. Submission of detailed case study to Consultant/customer based on inputs received (sld); coordinating with engineering to get the AIS Layout and GIS Layout. Making space comparisons, Land value/cost comparisons, Preparing cost estimates, Life cycle Cost analysis, carbon foot print details, substation safety and security, annual maintenance cost & spares cost comparisons, Skilled and unskilled manpower resource analysis. End of the equipment recyclability and overall savings for adopting GIS technology.

One 550/230kV Case study completed and submitted for consultant/customer approval (approx. 25 MUSD)

ACHIEVEMENTS :

* Successful Submission of the AIS-GIS Conversion project case study to the level of expectation of the United States Front End Sales and Consultants BURNS & MCDONNELL.

PREVIOUS JOB ROLE-5: **From:** 06/09/2014 **To:** 31/01/2018

JOB TITLE : Manager Marketing & Project Management - GIS

**Products: MV &**EHV Switchgear (Gas Insulated Switchgear & Solid Insulated Switchgear)

ORGANISATION : TOSHIBA T&D (India) Private Limited, Hyderabad, Telangana, India.

EXPERIENCE : 3 years & 4 Months

RESPONSIBILITIES :

* Leading a Comprehensive & Diversified Team of Business Development, Marketing, Tendering & Project Management Team Members with primary focus on getting break-through orders for the MV & HV Switchgear products in India (Domestic) & from other countries (Exports).
* Including generating new enquiries for 12kV, 36kV, 145kV, 245kV & 420kV GIS Substations through EPC, Utility and Industry Segments.
* Spec-in for the said products and strategizing on the business partners with complete credentials & finalizing the modalities with proper approvals from the Management.
* Preparing, reviewing & getting approvals for Risk Assessment for the product in focus for the enquiries received and depending on the score & merit of the case presenting the “GO-NOGO” sheet for Director’s approval.
* Regular meetings with Consultants, proposing value-based substation solutions with SIS & GIS.
* Driving the Team for streamlining all synergies in unidirectional goal of achieving the set targets by continually motivating & maintaining the team spirit. Identifying the Pros & Cons of the Team Members and assigning the tasks where one can excel with his/her skill sets and always giving a new challenge enabling them for growth in multi-dimensions and making the team ready for the future business prospects.
* Regular follow–up with stake holders internally & externally and keeping the aspirations of customers always high & maintain good customer relationships analyzing the short-term & long-terms requirements & Business Opportunities.
* Project Manager for the 245kV GIS direct supply & supervision of erection, testing & commissioning order from one of the reputed EPC contractors in Hyderabad for Navi-Mumbai Metro Line-1 Project.
* With scope being LOI acceptance, follow-up for detailed purchase order, advance along with PO, ABG submission, co-ordination with internal stake holders from various departments (including, Engineering, Planning, Procurement (including the bought out items, e.g., Control & Power Cables from reputed cable manufacturers) , Stores, Quality Assurance, Production, Internal Testing Dept.,); Kick-off meeting at customer place, project schedule finalization and mutual agreement with customer, drawing submission, review of the customer comments with engineering and resubmission for approval (to MSETCL through EPC contractor), getting drawing approval, QAP & FAT Procedure document submission and getting approvals, monitoring the internal timelines and contingency plan in meeting customer expectations & requirements. FAT Scheduling and Co-ordination. FAT completion, dispatch Clearance, Equipment special packing, Logistics arrangement, GIS delivery at customer site, damage identifications, insurance claims, Invoice submissions & payment follow-up.

ACHIEVEMENTS :

* First Break Through for the GIS manufactured from TTDI.
* Successful QR changes in more than five utilities.
* Working with reputed consultants in India for their new project requirements, while preparing the path for TTDI new products to be considered while preparing the specifications & Approved Makes List.

PREVIOUS JOB ROLE-4: **From:** 31/08/2011 **To:** 08/05/2014

JOB TITLE : Area Sales Manager-GIS / South-India

**Products:** EHV Switchgear (Gas Insulated Switchgear)

ORGANISATION : ALSTOM T&D India Limited, Chennai, Tamil Nadu, India.

EXPERIENCE : 2 years & 9 Months

RESPONSIBILITIES :

* Responsible for GIS Market in South India.
* Including generating new enquiries for 145kV, 245kV & 420kV GIS Substations through EPC, Utility and Industry Segments
* Along with proposing value-based substation solutions with GIS.
* Added responsibility is searching for new projects in websites, Newspapers, Customers, verifying the project data, making GIS proposals to Customers, supporting Customer in finalizing the Layout, Specification, BOQ & making sure GIS enquiry is being floated.
* Parallelly sending the enquiry, Spec BOQ & Tender document to Factory for Offers, follow up for offers, GTP, drawings, preparing the complete Techno-commercial offer, Bidding, Post-bid Clarifications & Negotiations and finally getting the firm order from Customer.

ACHIEVEMENTS :

* More than double digit AIS projects have been converted to GIS, two project orders have been received and under execution, remaining under negotiations.
* More than 900 MINR for FY 2013-14

PREVIOUS JOB ROLE-3: **From:** 26/05/2008 **To:** 22/08/2011

**3-a:** **From:** 14/09/2009 **To:** 22/08/2011

JOB TITLE : Business Development, Sales and Marketing, Project Management Engineer

**Power Systems:** EHV Substations up to 400kV Substations. Control Relay Panels, PLCC, Substation Automation Systems,

**Power Products:** EHV Switchgear (Gas Insulated Switchgear and Hybrid PASS Modules), Generator Circuit Breaker

ORGANISATION : ABB India Limited, Hyderabad, Andhra Pradesh, India.

EXPERIENCE : ≈2 years

RESPONSIBILITIES :

* Responsible for generating new enquiries of 220kV and above substations for ABB from EPC, Utility and

Industry Segments.

* Along with proposing value-based substation solutions with Hybrid Switchgear PASS and GIS.
* Added responsibility of searching for new prospects in websites, Newspapers, Meeting Customers, understanding customer requirement verifying BOM, sending BOM & Tender document to Factory for Offers, follow up for offers, GTP, drawings and pricing, submitting to customer, techno-commercial discussions, MoM, Negotiations and Order finalization & Order Booking SAP.

ACHIEVEMENTS : Order Booking for the year 2010 –11 220MINR

**3-b:** **From:** 26/05/2008 **To:** 12/09/2009

JOB TITLE : Project Manager for EHV Switchgear (Gas Insulated Switchgear and Hybrid PASS Modules)

ORGANISATION : ABB India Limited, Vadodara, Gujarat, India.

EXPERIENCE : 1year & 5months

RESPONSIBILITIES :

* Roles & responsibilities start’s from getting the Order from the Customer.
* Making contractual agreement copy, getting legal and finance department approval, signing of Contract.
* Releasing PO to the Vendors, coordinating between the vendors and final customer in getting the project drawings approval, Type test report submission, Customer Inspection, getting dispatch clearance from Customer, delivery of Material at site.
* Coordination of the Site Supervision activities, Erection, Testing, Commissioning and Project Completion Certificate from Customer and Payment Collection.

Achievements :

* Being responsible for executing the first mobile substation(s) project in India, with the supply, erection, testing and commissioning of Two No’s Mobile Substations of rating 66/11kV and 132/11kV. These mobile substations were manufactured in ABB-Italy and project management has been done from here. Order worth 350MINR.

PREVIOUS JOB ROLE-2: **From:** 28/05/2005 **To:** 25/05/2008

JOB TITLE : Product Design & Development Engineer

EXPERIENCE : 3 years

ORGANISATION : Vijai Electricals Limited, Hyderabad

RESPONSIBILITIES : As an active team member, reporting to the Head of the Dept. (Engineering) regarding the EHV Circuit Breaker design, indigenization, rapid prototyping, cost reduction, aesthetics, physical protyping, Factory Testing, Type Testing, process design and working towards ultimate customer satisfaction.

INTERNATIONAL EXP : In the process of streamlining the basic design concepts of EHV Switchgear for 145kV and 245kV Systems, have worked with the Russian Research Institute NIIVA, St. Petersburg during the year 2006. During this period understood the Life Cycle of the Switchgear Design, Prototyping, Testing, Development, Type-Testing, product and process establishment for manufacturing, Tenders & Marketing, Local Compliance, ethical business-practices, project management, effective service methodology during the warrantee and post-warranty period.

PROJECTS COMPLETED:

**Project Title :** “145kV and 245kV SF6 LIVE TANK

CIRCUITBREAKER” Design and Documentation

**Software Used :**  Auto-CAD’07, Inventor Professional-11

**Project Description :** This project deals with the live-tank circuit breaker planning, design, modifications and drawing finalization for the voltage class of 145kV and 245kV as per customer requirements; Indian as well as foreign customers. In planning stage design documentation and drawings finalization work was scheduled to be completed within a period of 6 months. In design stage climatic conditions, fault current levels and rapidity of switching are the main criteria. In modifications stage minimal cost and aesthetics was the main criteria. And keeping all these requirements in mind the project documentation was completed in 6 months well on time.

PREVIOUS JOB ROLE-1: **From:** 25/05/2004 **To:** 27/05/2005

JOB TITLE : Business Development Engineer

EXPERIENCE : 1 year

ORGANISATION : SSR Engineering Works, Hyderabad

RESPONSIBILITIES : Creating awareness among the industrial customers about the services available at our industry. Vendor registration preparing offers, negotiations, getting orders, work planning, WIP, quality assurance, Order completion, taking customer feedbacks for continual improvements.

**Achievements :** Achieved Business growth from 0.5MINR to 1.2MINR.

MAJOR SUBJECTS IN B. Tech**:**

EDP (Engineering Drawing Practice), POWER SYSTEMS, ELECTRICAL MACHINES, CONTROL SYSTEMS, NETWORK THEORY, ELECTRONIC DEVICES AND CIRCUITS, POWER ELECTRONICS, ELECTRICAL MEASUREMENTS.

Extracurricular Activities:

1. First Prize in inter-college quiz competition in 2003.
2. Represented college in various technical paper presentations during B. Tech on HVDC, SCADA, Remote energy metering.

PERSONAL DETAILS:

Name : Lakshma Reddy Kavvam

Date of Birth : 11th November 1981

Sex : Male

Father Name : Linga Reddy K

Permanent Address : Lakshma Reddy Kavvam,

Ridge Towers, A-Block, 210, H.No. 48-243/2 Bus Stop near Ganesh Nagar, Surya Nagar, Qutubullapur, Hyderabad, Telangana 500037 INDIA.

Mobile No : +91 – 9701446441

Marital Status : Married

Children : Two Kids

Nationality : Indian

EXPERIENCE AND RELEVANT INFORMATION:

* Total Experience : 17 years 7 months
* Design Experience : 5 years
* Project management and

Marketing & Business Development

Experience : 12 years 7 months

* Reporting Time required : negotiable as per job requirements

I hereby declare that all the above-mentioned details are correct up to my knowledge.

Date : 05/01/2022 K Lakshma Reddy

Place : Hyderabad