**MAHENDER MEHTA** Engineer, MBA

Delhi National Capital Region, Gurgaon, Haryana, INDIA

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March 28, 2022

[er.mahender.mehta@gmail.com](mailto:er.mahender.mehta@gmail.com)

Dear Hiring Manager,

**Re: Profile for the Vice President Position**

I am pleased to enclose my CV for this important position. I am confident that I can deliver value to your company, and I am prepared to contribute to your team with a vision-driven and goal-focused approach. After reading your job description, I am certain of my ability to excel in this capacity as I have global experience, technical skills, and adaptability.

Throughout my career, I have established a reputation as a business leader who is driven by challenges, undeterred by obstacles, and committed to furthering standards of excellence. Furthermore, my consistent focus on remaining at the forefront of rapidly evolving industries allows me to drive innovation and maintain a competitive advantage

The following examples from my resume represent the absolute value I can deliver in this new role:

* Committed to guiding all aspects of business operations, including business development, plant coordination, finance control, and operations management
* Driving prestigious global companies within the strict schedule, cost, and budget controls; improving plant efficiency and reducing purchase and waste across power plants, oil & gas, energy, construction & infrastructure sector, manufacturing, and civil projects
* Supporting the overall process of management and corporate decision-making to profitability
* Driving the diligence process of project funding for my employer
* Directing projects and business operations for large to medium set-ups
* Implementing strategic and tactical sales processes to secure major projects and new business

I look forward to discussing the above with you and learning more about your goals for this position.

With kind regards,

**Mahender Mehta**

**WhatsApp +919582263914, Skype**:  **mahender\_mehta**

**Attachment**: Resume and my LinkedIn Profile on <http://in.linkedin.com/pub/mahender-mehta/8/4ab/958>

MAHENDER MEHTA Engineer, MBA

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## Executive Summary

Proven success in leading business operations and implementing large-scale projects in the Energy, Oil & Gas, and Mining & Civil construction and Trading sectors with accountability for strategic leadership and financial results in senior management roles with various companies. Successfully delivers projects safely while managing complex implementation plans and achieving corporate priorities including business development, streamlined operations, and improved cost structure to maximize profit and shareholder value.

### Career Experience

GHAZANFAR GROUP JAN 2018 onward

CHIEF EXECUTIVE OFFICER (CEO) - ENERGY & INFRA DIVISION – UAE & AFGHANISTAN

Reporting to Chairman, I am responsible for improving results, strategic leadership, and managing the financial performance of the corporate group with business interests in energy, oil, and gas, mining, cement, infrastructure sectors. Operations are located across Central Asia and the Middle East.

* Developed and executed a $90 million (USD) 58MW gas power project representing the country’s first private sector power project to use domestic natural gas. The project increased the nation’s power generating capacity by 30%. <https://ewsdata.rightsindevelopment.org/projects/35413-mazar-ipp-afghan/>
  + Worked with partners, achieved, and finalized five 20-year power purchase agreements in a long-term partnership agreement with the government in the form of sovereign guarantee, secured land under the 25-year lease agreement. Finalized and approved engineering, procurement, and commissioning (EPC) contractor proposal covering construction schedule to commercial operation date and provide insight and advice to EPC tender, long-term service agreement operations and maintenance contracts, and shareholder agreements.
  + Collaborated with local stakeholders and community members and completed consultations concerning Environmental and Social Impact Assessment (ESIA) Study and oversaw Soil Investigation Study to ensure environmental responsibility and sustainability of the project. Also successfully delivered Grid Impact Study to ensure the stability of electricity grid in the context of this significant project.
* Secured order for $150M from the ministry of mines for a 1 million ton per day cement project
* Promoted 20 MW power plant in a 10K sq. ft. area by mitigating energy technology waste to energy Lead implementation of 20 MW solar power plant with PV panels at Mazar-E-Sharif with partnership investment from USAID
* Successfully met prequalification criteria of IFC (World Bank) for establishing 40 MW scalable solar power project
* Lead team that constructed power plant and upgraded Amine Plant and wellhead gas platforms
* Oversaw development of successful proposals for major construction projects of a major five-star hotel, airport, and cargo terminal

To deliver results in these business areas, I collaborate with multinational law firms White and Case (Singapore), DLA Piper (USA), prepare proposals supported by Fichtner Engineering and Consulting (Germany). Additional collaborations include working with engineering procurement and commissioning contractor Metka (Greece), purchasing gas engines from original equipment

manufacturer Wartsila (Finland). I also coordinate with International Finance Corporation (USA), Asian Development Bank (Manila), and DEG (Germany) for project funding.

TISCO GROUP, DAMMAM, KSA June 2015 – DEC. 2017

GROUP BUSINESS DIRECTOR

I was responsible for the financial performance of a company dealing in power projects, high-voltage substations, transmission lines, water desalinization plants, and solar power plants in Saudi Arabia.

* Lead multi-national teams (Germany and Saudi Arabia) and collaborated with technical experts across international borders
* Lead team to successfully secure 100 MW ESB solar power project in Saudi Arabia
* Attained EPC contracts for the construction of the substations and high voltage transmission lines
* Served as project director leading the successful implementation of 24 energy projects including the ESB Solar and Riyad Metro projects
* Participated in the process of import and export to save customs duty and earn export incentives

ATB RIVA CALZONI INDIA PVT. LTD. (ITALIAN MNC) 2012 – 2015

CHIEF OPERATING OFFICER (COO)

Reporting to the CEO of this multinational engineering and manufacturing company based in Italy, specializing in hydropower hydro-mechanical gates and pressure vessels for fertilizer and oil and gas projects, I was responsible for establishing the business in India. I lead business development, provided leadership to streamline day-to-day operations and deliver solid financial performance.

* Lead the supply and commissioning of mechanical gates for hydropower gates at 660 MW Rampur Hydro Power Plant – SJVNL (Satluz Jal Vidyut Nigam Ltd.)
* Lead the supply and commissioning of urea reactor and ammonia converter for IFFCO Fertilizer Plant
* JV with Construction Companies for DAM and Tunnel Construction for Hydropower Projects.
* Significant knowledge of refineries processes, such as gas dehydration, gas sweetening (Amine Plant)
* Implemented ASME qualification and S, U, and U2 stamps and NDT, RT / UT for manufacturing

DEEYA ENERGY INC. (AMERICAN MNC) 2008 – 2012

COUNTRY HEAD – INDIA & VP - USA

Reporting to the CEO of this multinational leader in stationary energy storage solutions, I developed and executed strategies and processes for operational excellence in a chemical renewable energy solution, developed business, oversaw manufacturing and project management to effectively deliver results.

* Saved 50% operational cost through technical bill of material analysis and ERP implementation
* Global contract manufacturing and equity funding of $30M through 65 venture capitalists

**Company details**: DC Power for Metro and Telecom Towers, Renewable Energy Storage of **NASA USA**.

**ELTEK SGS INDIA PVT LTD (EUROPEAN MNC)** 2004 – 2007

**Chief Executive Officer (CEO)**

Lead operations employing 700 people across three manufacturing plants producing power transmission equipment (DC power plants, power for Metro Signalling Project and telecom towers, solar inverter/ power plants). Administered all functions of operations and planning with profit and loss responsibility.

* Achieved revenue of $9 million in the first year of operation as a result of implementing advanced sales techniques and business processes leading to ISO 9001 and ISO 14001 certification
* Increased the revenue of Norwegian subsidiary from $9 million to $87 million annually in less than four years
* Reduced inventory from 30 days to 15 days, significantly improving working capital management

*Prior Experience:* ***CEO*** *▪* ***Tricolite Electrical Industries*** *| ▪* ***Modi Xerox Ltd.*** *|▪* ***Tata Consultancy Services*** *|* ***Project Manager*** *▪* ***English Electric******Switchboards***

In my leadership role with Tricolite, I was able to increase the revenue by two-fold in less than two years by completing the electrification project of Bhushan Steel and Delhi Metro. Modi Xerox is known for superlative sales techniques for Office Automation industrial and consumer products. In **TCS** I have completed IT Projects and demonstrated sales skills for the global demonstration of application software packages. I also taught computers to the Prime Minister of India. During my important role with the British MNC – the English Electric company I had the honor of completing the electrification of the Smelter project and Captive Power Plant for NALCO Aluminium Company.

Summary of Expertise

Following is the summary of extensive direct knowledge and experience by sector:

* Power Sector – Thermal Power Plants, Gas Power Plants, and Nuclear Power Plants
* Renewable Energy – Hydropower, Wind Power and Solar Power and L-Cell Battery Technology
* Construction and Mining Sector – One Million Tons Per Annum Cement Plants
* Oil & Gas Sector – Wellhead Platform, Offshore Gas Pipeline & Amine Plant & Gas Treatment Processes
* Substation and High Voltage Transmission Lines and Grid Insulated Substation (GIS)
* Low Voltage Switchboard/Switchgear Manufacturing and Control Relay Panel distribution boards
* Metro Rail Sector – signalling DC Power and construction of rail bridges
* Waste to Energy – with German technology and USA technology
* Customer Relations, Lean Manufacturing and Logistic Sector including Import and Export

Summary of Skills

|  |  |  |
| --- | --- | --- |
| * **Industry Leadership** * **High-Level Sales Proficiency** * **Strategic Planning** * **P&L Accountability** | * **Project Management** * **Operations Management** * **Business Development** * **Team Leadership** | * **Project Funding** * **International Expertise** * **Plant Establishment** * **Revenue Growth** |

### **Academic Credentials**

Engineering –Electrical-Mechanical-Civil from Delhi College of Engineering (DCE)

Export Management from Indian Institute of Foreign Trade (IIFT), Delhi, India

Master in Business Administration, from Faculty of Management Studies (FMS), Delhi University

Education in Financial Services and Securities through Indian Institute of Management (IIM) Ahmedabad

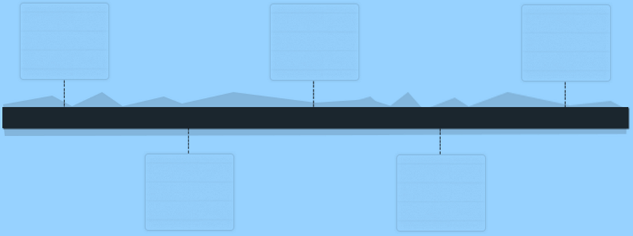
Leadership Competencies

* Business Leadership and Operations Management– successfully led and implemented large-scale projects and effectively managed all aspects of business operations including safety, environmental performance, and financial accountability, improved operational efficiency. Secured investment from public and private partners in power, oil and gas, energy, and civil projects.
* Agility and Adaptability – high-energy professional, offering rich global experience and excellent communication skills in two languages.
* Strategy and Development – Successfully drive accountability within an organization concerning safety, environmental performance, finance, and improved efficiencies of operations. Significant experience with developing and implementing strategic marketing and sales avenues.
* References available on request

**LinkedIn profile**:  [**http://in.linkedin.com/pub/mahender-mehta/8/4ab/958**](http://in.linkedin.com/pub/mahender-mehta/8/4ab/958)

**THE ENDORSEMENTS ON MAHENDER MEHTA LINKEDIN PROFILE**

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**Tricolite Industries**

**TTISCO Group, KSA**

**Eltek, Norwegian MNC**

**ATB Riva Calzoni Italian MNC**

**Deeya Energy Inc. USA MNC**

**Ghazanfar Group CEO – Energy & Infra Division**

CEO – Till Date

CEO

CEO

**Funding thru IFC, ADB and DEG**

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CEO

COO

GROUP BD

**TISCO**

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**[Haroun Khawaja](https://www.linkedin.com/in/haroun-khawaja-880b3964/?lipi=urn%3Ali%3Apage%3Ad_flagship3_profile_self_edit_recommendations_details%3BR9KxtvLjR%2By0eECKrd7Hig%3D%3D&licu=urn%3Ali%3Acontrol%3Ad_flagship3_profile_self_edit_recommendations_details-recommendation_details_profile)**

[Principal Investment Specialist at Asian Development Bank (ADB)](https://www.linkedin.com/in/haroun-khawaja-880b3964/?lipi=urn%3Ali%3Apage%3Ad_flagship3_profile_self_edit_recommendations_details%3BR9KxtvLjR%2By0eECKrd7Hig%3D%3D&licu=urn%3Ali%3Acontrol%3Ad_flagship3_profile_self_edit_recommendations_details-recommendation_details_profile)

Operating in Afghanistan Mr. Mehta is confronting a volatile, uncertain, complex, and ambiguous environment. I rate Mr. Mehta highly on the clear vision and understanding with which he has brought the project I have worked with him on to Financial Close. I look forward to his continued agility and adaptability to implement the project.

**[Yuji Kano](https://www.linkedin.com/in/yuji-kano-1383411/)**

[Principal Investment Officer at IFC, The World Bank Group (WB /IFC)](https://www.linkedin.com/in/yuji-kano-1383411/)

I worked with Mr. Mehta on Afghanistan's first IPP project in history. Mr. Mehta has managed various work streams such as negotiating with the government, the lenders (World Bank/ IFC, etc.) contractors, and others, to develop the project very well. He has an excellent relationship and communication skills and we all enjoyed working with him.

**[Mirza Khurram Baig](https://www.linkedin.com/in/mirza-khurram-baig-b81b3352/)**

[Investment officer at IFC - International Finance Corporation (IFC)](https://www.linkedin.com/in/mirza-khurram-baig-b81b3352/)

Mr. Mehta is the CEO of Afghanistan Power Plant Company - the first gas-fired IPP of Afghanistan, which is expected to impact positively the lives of the people in the country. Since joining, he has been instrumental in executing various project workstreams and managing stakeholders (contractors, financiers, equity investors, government counterparts, consultants, and others). His management and relationship skills are commendable. He is a seasoned professional.

**[Huzefa Mazahir Ali, CFA](https://www.linkedin.com/in/huzefamazahirali/)**

[Principal - Transaction Advisory Services at EY](https://www.linkedin.com/in/huzefamazahirali/)

Mr. Mehta is the CEO of the first IPP being set up in Afghanistan. He is an individual with the right blend of Leadership skills and technical knowledge. During advising on the project, I have found Mr. Mehta's skills in bringing together a diverse stakeholder group together and keep the project moving along at a quick pace to be admirable. As an adviser, I had to be on my toes :) Another impressive aspect is the commitment which Mr. Mehta brought to the project. His work ethic is incomparable and he would give even seasoned professionals a run for their money. Lastly, as a person, I have often had long chats with him about non-work-related matters and found him to be knowledgeable, well-read, empathetic, and overall a great human being.

**[Aditya Pant](https://www.linkedin.com/in/adityapant/)**

[Business Partner at Talent Acquisition- EMEA & APAC at Praaxis](https://www.linkedin.com/in/adityapant/)

Mr. Mehta is a well-connected professional that always takes the time to support anyone in his network. He has a very impressive background and profile and I recommend him as a TA Expert to connect with and consider for anything appropriate. He is a proactive, result-oriented, responsible, and technically sound employee and he is always ready to put all his energy and time to get the job done. As a Management thinker who possesses a can-do attitude, Mr. Mahender Mehta is a pleasure to work with I recommend him for any senior position at any organization that chooses to take benefit from his diverse skills, a completely down-to-earth professional who is humble and simple to the core.

**[DPS AVENIR TECH VENTURES Pvt Ltd](https://www.linkedin.com/in/dps-avenir-tech-ventures-pvt-ltd-35b1905/)**

[Management, Finance & Business .. is the talk on the table](https://www.linkedin.com/in/dps-avenir-tech-ventures-pvt-ltd-35b1905/)

Truly, his profile doesn't seek recommendations. His success as a professional is felt by the brands, he had worked with, and the assignments he had carried up. I need to be a little straight and choosy about the word while daring to write anything here.. As I remember well, during my stint at Eltek, while he was CEO and forecast-ed to be the MD (Eltek India), all colleague always shared good one to one relation, friendly ties and wise directions from him. I remember Mr. Mahender Mehta for his quick decision making, true professional approach, motivational drive and never dying spirit. I must mention a word of appreciation for his excellent track record in education and job assignments. He has the perfect caliber to sail any corporate venture through the midst of turmoil and ensuring it to all new heights.

**[Saroj Sahu](https://www.linkedin.com/in/saroj-sahu-4779971/)**

[Battery Engineering at Apple](https://www.linkedin.com/in/saroj-sahu-4779971/)

Mahender joined Deeya when the company was very young in India and provided excellent leadership in all aspects including field support, manufacturing, and business development. He is very good at handling large teams performing complex tasks. He is a 24x7 worker and often stands as an example for his colleagues. He has a very strong market & application knowledge in Telecom's passive infrastructure. I was highly gratified having worked with him and learning about doing business in India.