

## PRASANTH PHILIP

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### Professional Summary

A strategic and results-driven Automation & MES Leader with over 14 years of experience directing large-scale automation, electrical, and MES projects in the process manufacturing industry. Proven expertise in leading the end-to-end lifecycle of critical system migrations, replacing legacy controls with modern Siemens and WinCos platforms while minimizing downtime and ensuring business continuity. A dedicated people leader, committed to coaching engineering teams, developing talent, and fostering a culture of safety, compliance, and continuous improvement in line with core business objectives.

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### Core Competencies & Skills

- **Automation & MES Leadership:** MES Implementation & Maintenance, E&A Strategy, People Development & Coaching, Succession Planning
  - **Project Management:** Capital Investment Projects, Budgeting & Cost Control, Project Planning & Execution, Resource Allocation, Risk Mitigation, Change Management
  - **Technical Systems & Platforms:**
    - **Control Systems:** Siemens (S7-1500, S7-400), ABB (AC450), WinCos R3
    - **HMI/SCADA:** Wonderware InTouch, WinCC, TIA Portal
    - **Networking:** Profibus, Profinet
    - **Management Software:** SAP (Plant Maintenance), ProPlant, EsXi Servers
  - **Compliance & Quality:** ISO9001:2000, Safety & Quality Compliance, Lean Six Sigma, Change Control Procedures
  - **Digital Process Automation & AI Integration:** N8N Workflow Automation, AI Agent Development, Business Process Automation, CRM Integration, API Integration (PandaDoc, Google Drive, Calendly), Multi-Agent System Design
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### Professional Experience

**Sr. Engineer (Automation & Maintenance)** | ARASCO (Arabian Agricultural Services Company) | Al Kharj, Saudi Arabia

*March 2009 – Present*

Provides strategic leadership for all MES, Electrical & Automation (E&A) functions, managing capital projects, leading maintenance teams, and driving system improvements to enhance plant performance and product quality.

## Leadership & People Development:

- **Coached and mentored** a team of automation engineers and technicians, enhancing core competencies in PLC programming, MES operations, and troubleshooting.
- **Led talent development initiatives**, identifying training needs and creating development plans that align engineering resources with business objectives.
- Served as the technical lead and role model, instilling a commitment to safety, quality, and continuous improvement, resulting in **modernizing of all ARASCO plants in Al Kharj site, improving asset availability by 25%.**

## Project Management & Strategic Contribution:

- **Directed the full project lifecycle** for multiple high-value capital investment projects, from initial concept and budgeting through to execution, commissioning, and final handover.
- **Managed project budgets up to SAR. 15 million**, consistently delivering projects on time and under budget, such as the Silo Plant retrofit.
- **AI Agent System Development | Self-Directed Innovation Project | 2024 – Present**  
Designed and deployed end-to-end AI agent systems for service business automation, leveraging N8N workflow automation and AI integration to solve critical business process challenges:
  - Sales Agent System: Built a 4-agent automated sales pipeline (CRM, Follow-up, Concierge, No-Show agents) that processes leads, manages follow-ups, and tracks conversions 24/7 without manual intervention
  - Proposal Agent: Developed AI-powered transcript analysis system that auto-generates customized client proposals from sales calls, reducing proposal creation time from 2-4 hours to 2-5 minutes
  - Onboarding Agent System: Created 3-agent automated onboarding workflow (Contract, Coordinator, IT Setup agents) using PandaDoc and Google Drive APIs, reducing client onboarding time from 1-4 weeks to days
- **Spearheaded the replacement of a 30-year-old legacy automation system** at the Silo Plant. Ensured zero disruption to a 300MT/day customer commitment by implementing a phased migration strategy, running new and old systems in parallel.
- **Led the complete automation and instrumentation retrofit of a critical Premix plant**, migrating a 24-year-old legacy system to a modern Siemens S7-400 and Profibus network.

- **Successfully completed the automation upgrade for the Al Kharj Feed Mill 1**, replacing 34-year-old ABB PLCs with a state-of-the-art Siemens S7-1500 and WinCos R3 MES. Also adding Profinet networks to improve robustness.

#### **Maintenance, Compliance & Improvement:**

- **Established and enforced maintenance schedules** for all automation hardware, software, and MES infrastructure, achieving **95%+** schedule compliance.
- **Ensured 100% compliance** with engineering standards, safety regulations, and quality guidelines across all E&A activities.
- **Implemented robust change control procedures** for all software modifications, ensuring written approvals and clear change definitions were followed.
- Applied Lean Six Sigma principles to identify and implement process improvements, leading to **increased production efficiency by 25%**.

**Systems Engineer (Project Lead)** | Aryans Infoway Pvt Ltd | Kerala, India

*January 2007 – February 2009*

Led embedded systems and firmware (PIC) projects, serving as the primary technical interface for clients. Drove resolution of enterprise software issues and developed detailed instrument specifications for pressure, temperature, and level analyzer instruments.

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#### **Education**

**Bachelor of Engineering, Electronics & Instrumentation**

*Anna University | Chennai, India*

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#### **Certifications & Professional Development**

- **Certified Maintenance and Reliability Practitioner (CMRP)** (2022)
- **LEAN/Six Sigma Practitioner** (2021)
- **Simatic S7-400 with Step 7 V5.6** | SITRAIN (2018)
- **Introduction into Feed Milling Core Processes** | Swiss Institute of Feed Technology (2017)
- **Advanced Automation & Control Systems (2-week)** | Buhler Automation Academy, Switzerland (2016)
- **Electrical Maintenance Planning and Scheduling** (2014)
- **Support Control System & WinCos Architecture** | Buhler Automation Academy, Switzerland (2011, 2012)

- **ISO9001:2000 Internal Auditor (2010)**
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#### **Professional Affiliations**

- Member, Saudi Council of Engineers
- Member, IEEE (Since 2011)
- CMRP, 2022