

CV

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- PROFESSIONAL SUMMARY -

With ability to innovate things, to upgrade knowledge and skills, I aim to facilitate the attainment of concrete outcomes and contribute significantly to overall prosperity. With overall 5+ years of experience in Electrical & Electronics field, I have worked as an Application/Proposal Engineer and R&D Test Engineer & have honed my skills, making me well-suited for a position in a dynamic organization that values excellence in the relevant field.

- EDUCATIONAL QUALIFICATION -

Course	Institution	Year of Passing	Aggregate (CGPA)
M.E. Power Electronics & Drives	Sri Venkateswara College of Engineering – AU	May - 2019	8.8
B.E. Electrical & Electronics Engineering	St. Peter's College of Engineering & Technology - AU	May-2016	6.15

- WORK EXPERIENCE -

Dexcel Electronics Designs Private Limited, Bangalore.

Senior Proposal Engineer - Defence Electronics

(06/2025) – (Present)

- Review and analyzing the RFQs, RFPs, RFIs, and tender documents to define project scope and technical requirements for solutions involving ATEs, Control System PCBs, Radar Technologies, Simulators, and PCB Fabrication.
- Preparing comprehensive technical and commercial proposals, including block diagrams, system architecture and compliance documentation aligned with client specifications and industry standards.
- Drafting detailed technical write-ups and project proposals, ensuring clarity and alignment with customer expectations.
- Preparing cost estimation and analysis, including preparation of Bill of Materials (BOM), hardware/software costing, NRE estimation, price escalation, overhead costings and margin analysis.

- Evaluation of vendor and subcontractor quotations, ensuring optimal cost and quality balance for project competitiveness.
- Developing pricing strategies and detailed cost breakdowns to enhance bid success and profitability.
- Preparation of responses for EOIs, budgetary proposals and preliminary submissions in coordination with cross-functional teams.
- Collaborated with the engineering and R&D teams to ensure technical feasibility and compliance while minimizing project risks.
- Interacting with clients during the bidding phase to clarify requirements, resolve technical queries, and attend pre-bid meetings and site visits.
- Coordinating with vendors and sub-vendors, sharing technical specifications and ensured timely receipt of critical component quotations through consistent follow-ups.
- Creating technical presentations, product datasheets and proposal documentation to support client engagement and internal review.
- Maintaining project risk assessments, documentation records and bid correspondence for audit and reference.
- Monitoring and reporting bid status, progress and success metrics to management.
- Handling submission of techno-commercial offers through e-procurement portals such as GeM, Def E-Procurement, and other government tendering platforms.

L&T Technology Services Limited, Chennai.

Senior Engineer Contracts and Proposal - SWC

(08/2024) – (05/2025)

- Lead the creation and submission of proposals, RFPs, RFQ's and RFIs by coordinating with internal teams and aligning with client requirements and competitive pricing strategies.
- Design tailored solutions in areas like IoT and Connectivity Solutions, smart cities, Command and Control Centers (ICCC), telecom infrastructure, surveillance, and other SWC services like Energy Management Solutions, based on customer needs and industry trends.
- Perform feasibility assessments, risk evaluations, and technical validations of proposed solutions.
- Manage the bidding process, including pre-bid meetings, bid submissions, and risk assessments. Develop and prepare comprehensive technical and commercial proposals & Preparing Block Diagrams based on the project requirement.
- Coordinate with internal departments - engineering, procurement, finance, legal, and project management to gather necessary information and ensuring the proposal accuracy.
- Collaborate with clients and Vendors during contract negotiations and proposal development to ensure clarity and address concerns.
- Preparing cost analysis, including a breakdown of the Bill of Materials with details on overhead costs for hardware, software, and Overhead charges, price escalation, project estimates, and price comparison of subcontractor and supplier quotations. Prepare cost breakdowns and pricing strategies to ensure competitive proposals.

- Working on System integration projects, preparing response for EOI's & Budgetaries.
- Preparing presentations, technical specifications & Writing Technical Proposal for the project, compliance statements, and other required relevant documentation.
- Ensuring the proposal's technical details align with client needs and industry norms, collaborating with engineering to provide precise, workable solutions that prevent issues.
- Communicate with clients during the bidding process to clarify requirements, address Enquiries, and submit RFP questions.
- Meeting with vendors and explaining about requirements and Regular follow-ups of the vendors/ sub vendor for procuring the critical items.
- Identifying and assessing the potential risks associated with proposals and projects.
- Ensure all contracts and proposals meet legal, regulatory, and internal standards, identifying and mitigating risks.

Key Projects –

- Worked on Dammam Stadium Development - ICT package.
- Worked on Earth Observation Meteorological Satellite Data Receiving and Processing System — Civil Aviation Authority OMAN.
- Worked on Bangalore Sub urban Rail Project – KRIDE.

Big Bang Boom Solutions, Chennai.

Tendering and Proposal Engineer – Defense Electronics

(02/2024) – (08/2024)

- Review and analyze RFQ's, RFP's, RFI's and tender documents to determine requirements and scope of work. Preparation, compiling the bid packages/ approved specifications from client for projects related to **Drones, Anti-Drones, Cyber Security, and STA's.**
- Develop and prepare comprehensive technical and commercial proposals & Preparing Block Diagrams based on the project requirement.
- Writing Technical Proposal for the project.
- Perform detailed cost analysis which includes Bill of materials with details on Margin to Hardware, Software and NRE charges, Price Escalation and estimation for projects & compiling and evaluating the subcontractor and supplier quotations.
- Prepare cost breakdowns and pricing strategies to ensure competitive proposals.
- Preparation of response for EOI's & preliminary Budgetaries.
- Prepare technical specifications, compliance statements, and other required relevant documentation.
- Ensuring all technical aspects of the proposal meets the client requirements and industry standards & Collaborate with the engineering team to provide accurate and feasible technical solutions to avoid complexions.
- Maintain communication with clients during the bidding process to clarify requirements and address queries. Sending queries to customer regarding the RFP and participating in pre-bid meetings and site visits.

- Meeting with vendors and explaining about requirements and Regular follow-ups of the vendors/ sub vendor for procuring the critical items.
- Preparing presentations, Preparing Product Data Sheet.
- Updating the risk management of the critical items used in the project and maintaining the records of all tender documents, correspondence and proposal submissions.
- Prepare regular reports on bid status and success rates.
- Submitting the Techno-Commercial offer in E-procurement Sites (GeM Portal, Def E-Procurement Site, etc.)

Achievements:

- Successfully won foreign Tender for Drone & Anti-Drone Defense system - Kenya MoD
- Successfully bid and won tenders on Anti Drone Jamming System for DRDO.

Data Patterns India Limited, Chennai.

Bids and Proposal Engineer – Defense Electronics

(07/2022) – (11/2023)

- Preparation, compiling the bid packages/ approved specifications from client.
- Perform Technical study determining the respective functions and responsibilities of team and Design conceptualization of RFPs with Technical team members.
- Organizing and attending the Pre-bid and post-bid meeting.
- Preparation of queries to customer regarding the RFP.
- Preparing Block Diagrams based on the project requirement.
- Preparation of Costing sheets - (Bill of materials) with details on Margin to Hardware, Software and NRE charges, Price Escalation and submission of Techno-Commercial bids.
- Working on build-to-print projects & Preliminary Budgetaries.
- Preparation of budgetary offer to the clients.
- Requesting for the quotation for the critical components like FPGA, XMC- VMC Boards, ADC-DAC, RF FO Cables and project related components/equipment.
- Regular follow-ups of the vendors/ sub vendor for procuring the critical items.
- Writing Technical Proposal for the project.
- Preparation of Product Technical datasheet based upon the project requirement (which contains No of I/O pins, T/R module range, VME/VPX Boards, No. of sensors - Accelerometers, temperature sensor, Pressure gauges etc.) ordering Information etc.
- Updating tender status weekly & the risk management of the critical items used in the project.
- Organizing Preliminary Project Review between Technical team and Customer.
- Preparing Presentations and facilitate Qualifying Prospective clients by marketing executives.
- Organizing progress meetings with Vendors and Sub Vendors where required.

- Coordination with vendors/sub vendors to adhere the target deliverable date and conducting Meeting with vendors and explaining about requirements.
- Submitting the Techno-Commercial offer in E-procurement Sites (GeM Portal, Def E-Procurement Site, CPPP etc.)

Achievements:

- Successfully took Digital Engine Control Unit for order from ADA.
- Successfully took Surveillance Radar order from LIG.
- Specially worked on ISRO, DRDO, & MoD Radar projects.

Dhaanish Ahmed College of Engineering, Chennai.

Assistant Professor – EEE Department.

(12/2021) - (06/2022)

- Handled Power Electronics and Drives, Special Electrical Machines, Measurements and Instruments Subjects.
- Handled Power Electronics and Drives Lab and Electrical machines Lab.

Zebronics Pvt. Ltd, Chennai

R&D Test Engineer.

(12/2020) - (05/2021)

- Responsible for designing and implementing the tests that ensure the quality and the functionality of a product & Device Calibration.
- Load Testing on UPS, SMPS, Batteries, Power Adapters using appropriate test Jigs and load machines & testing the Speakers, Earphones, cables, Gaming Monitor and other IT peripherals.
- Troubleshooting the errors streamlining the testing procedures, ensuring all tests and procedures meets company and Industry standards and making reports for the Management.

Achievements:

- Headed and assisted a 40 Member Engineer team & successfully updated the Firmware for 3000 units of 1.2kW UPS with-in 12 days.
- Successfully tested & Released Smart Fit band (watch) Zeb-FIT4220 CH.
- Rectified the audio problem in headphones.

ESAB India – Chennai.

R&D Power Electronic Intern

(07/2020) - (09/2020)

- Testing & Soldering
- Intern with Stipend at ESAB India Ltd (Equipment R&D Centre).

- KEY SKILLS -

- Ability to handle a team.
- Good presentation skills, communication skills and organizational ability.
- Ability to read, draw and interpret SLD, PCB Schematics & Electrical Drawings.
- Ability to record & transcribe minutes of meeting effectively.
- Ability to Test and Troubleshoot the PCB.

- COMPUTER SKILLS -

Ki-CAD, MATLAB Simulink, PSPICE, MS Office, Coral Draw, Libre Office, Etc.

- EDUCATIONAL RESEARCH -

- **Open Loop V/f Speed control Algorithm for Single Phase Induction Motor Drive using a New Enhanced H-Bridge Multilevel Inverter.**

(Intramural fund of Rs10, 000 was awarded for the project) - M.E. PROJECT

To provoke lesser harmonic content in the output voltage, various algorithms are used to calculate the switching angles such as Equal phase (EP), Half Height (HH), Feed Forward (FF) method and Sinewave Tracking method. The Sinewave Tracking Method is best among the four methods. The sinewave Tracking switching angles are then given to the H-Bridge MLI. The V/f control algorithm is applied to MLI for driving the induction motor.

- **Design Using DCM PFC Converter with Harmonic Modulation Technique and Two-Stage DC-DC Converter. - B.E. PROJECT.**

This project is based on a discontinuous conduction mode (DCM) power factor correction (PFC) converter with harmonic modulation technique that improves the power factor in DCM PFC operation and a two-stage dc/dc converter composed of a resonant converter and a DCM buck converter. Separating the functions of the dc/dc stage into control and isolation helps to reduce the transformer by using high-frequency resonance.

- ACTIVITIES & HONORS -

- **"National Conference on Recent Advances Trends in Electrical, Electronics and Information Technology"** (NCRATEEIT - 2018) at Government College of Engineering, Keonjhar in the Topic **"Comparison of various Open Loop V/f Control Algorithm for Single phase Induction Motor"**
- **"National Conference on Advances in Electrical and Electronics Engineering"** (NCAEEE -2019) at Sri Venkateswara College of Engineering, Sriperumbudur in the Topic **"Open Loop V/f Speed control Algorithm for Single Phase Induction Motor Drive using a New Enhanced H-Bridge Multilevel Inverter"**
- Presented Paper in Technical Symposium at St. Peter's college of engineering and Technology in the topic

“Design Using DCM PFC Converter with Harmonic Modulation Technique and Two-Stage DC-DC Converter”.

- JOURNAL PUBLISHED -

- **Performance study on various Algorithm to Track an Enhanced 23-Level Multilevel Inverter Output Voltage as a Sinusoidal function.**

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- A W A R D S -

- **Rs 10,000 Cash Award for Best PG Project in EEE Dept / SVCE. (May 2018)**

- TRAININGS UNDERGONE -

- PCB design Intern at Equad Engineering Services- SECO Controls. (Sept. 2021)
- Industrial Visit -Panickker Switch Gear, Sriperumbudur. (May 2018)
- In-plant training at ICF- Bogie Wirings, Chennai-38. (Jan 2015)
- Internship at HCL. (May 2015)
- Industrial visit at Andrew Yule Transformer Production. (Sept. 2014)

- CO - CURRICULAR ACTIVITIES -

- Coordinated and functioned as Photographer **“National conference on Advances in Electrical and Electronics Engineering” (NCAEEE-2018) & (NCAEEE-2019)** held at SVCE.
- Functioned as Photographer in **“National Conference on Signal Processing, communication and Networking” (NCSPCN – 2018)** held at SVCE.

- AREAS OF INTEREST -

- Rectifiers and Inverters.
- Sensors and Instrumentation.
- Transformers.
- Protection and Switchgears.

- HOBBIES -

- Astronomy
- Playing Cricket
- Photography & editing
- Banner Designing
- Gardening

Declaration

I hereby state that the above information is furnished in my full conscience.

Yours Sincerely,

Dev Aanand A S