

**RAVI SHANKER .G**

B.E (E&E), MBA (TQM), DFTI.

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Professional Summary

Offering 20+ years of experience and strong management background including strategic planning, project management, business requirement analysis, process improvements Sound knowledge in managing design and execution of projects, quantity surveying, and security access control systems. Experienced in applying products/services and solutions to drive business opportunities and win against the competition.

Skills

- Project Management, Sales Management, Power quality analysis, Production Management,
- M.E.P Design, Process Engineering, Corporate Contracts Law Management,
- Energy Management, Quality Management, Business Development

Work History

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Deputy General Manager

02/2014 to 06/2020

Moat Project Management Pvt Ltd – Ernakulum, Kerala

- Developed network of related professionals to open up business opportunities.
- Capitalized on industry and marketplace trends to strategize marketing solutions and enhance business operations.
- Developed and initiated projects, including managing costs, schedule and performance.
- Analyzed new laws and regulations to identify required changes and proactively adjust systems.
- Successfully completed an international school project starting from land development to handing over.
- Completed project approvals, in coordination with town planning, pollution control boards, costal regulation zone department & Electrical inspectorate for various clients in pretender stage.
- Completed loan sanction procedures worth 300 Crore for various client projects in coordination with KSIDC & various banks.

Senior Manager

01/2010 to 01/2014

Dynamic Group – Ernakulum, Kerala

- Highlighted functional relationships between components using high-quality angle, orthographic and schematic views.
 - Interpreted contract terms and coordinated solutions to resolve disputes between clients and service providers
- Managed and archived quality documentation and participated in internal and external quality audits.
- Established relationships with key decision-makers within customer's organization to promote growth and retention.
 - Successfully completed 5 no's high rise towers & infrastructures worth 300 cr for major clients like Indian Navy on behalf of DGMAP division of Military engineering service

Regional Manager (Projects & Sales)

12/2006 to 12/2009

Infidea Fze – Ras Al Khaimah, U.A.E

- Gave benefit-oriented, polished presentations driving dramatic revenue growth across multiple sales channels.
- Assessed each location's individual and team performances, analyzing data trends to determine best methods to improve sales results.
- Contacted key accounts regularly and achieved high satisfaction scores by routinely re-assessing needs and resolving conflicts.
- Controlled engineering activities to maintain work standards, adhere to timelines and meet quality assurance targets.
- Successfully accomplished revenue target of 100 Million AED for the firm during the tenure
- Completed prestigious access control solution projects for major clients like Unified Barrier operation control solution using Honey well Winpak Pro with maxiprox readers & BFT Barriers for AJMAN University - Centralized CCTV Solution for corporate offices of Huawei Technologies in UAE using Vista solutions & Honey well solutions - ACS/TMAT solutions for many clients like Dubai Labor Department, Dubai Industrial city using Biometric products - Design & implementation of Lighting & CCTV solutions for various media clients in UAE

Project Engineer

06/2003 to 11 /2006

Bin Ghalib group - U.A.E – Sharjah,

- Prepared and reviewed engineering specifications, scopes of work, schedules of payments and other documents.
- Evaluated change order requests in response to out-of-scope work activities and developing field conditions.
- Designed and incorporated process design improvements.

- Communicated with other team members to enhance process and performance.
- Managed production of logstrup L.T panels in the factory as per the standards.
- Completed major projects like Nano Filtration plant by Besix Belgium For S.E.W.A Sharjah ,Metal Extrusion plant for Gulf Extrusion Jebel Ali, Substation, and Carbon plant shut down projects for Dubai Aluminium Company & Design & Execution of M.v/L.v Switch Gears, Panels for L.G basecamp in Qatar Petroleum Project -Installation and Commissioning of Fire Alarm Systems/Fire Safety Equipment's w.r.t B.S 5738. -Installation & Commissioning of 500 Kva D.G Sets (Caterpillar).

Site Coordination Engineer

08/2001 to 4/2003

Reliance Group – Ernakulum, Kerala

- Coordinated site investigations, documented issues and escalated to executive teams as needed.
- Scheduled staff and volunteers to cover all necessary duties during planned events.
- Supervised crew of over 50 MEP technicians for the CDMA project activities (MEP) In Kerala -Installation & Commissioning of D.G sets *(15 KVA to 250 KVA) - Installation & Commissioning of H.V.A.C * Room units-Carrier and Voltas (1T.R -5.8T.R)Packageunits'HirossFedders, Atlas'(2T.R- 20T.R) -Installation and Commissioning Of U.P.S (10 KVA)

Engineer

07/2000 to 04/2001

Power Tek Associates – Ernakulum, Kerala

- Reviewed and checked technical drawings by architectural technicians, CAD technicians and drafters.
- Supervised the installation of Multiplexers & related communication equipment for ERICSSON in their project in Southern Railways. -Electrification works & LAN networking of various buildings in the state

Education

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- **B.E -Electrical &Electronics** : N.M.A.M.I.T - NIITTE MANGALORE
- **MBA: Total Quality Management**
ISBM – THANE Ref: <https://www.isbm.org.in/verification.php> –E code :- (ISM RS 13031024)
- **Diploma in financial trading & investment** : (AFT) [-Shaw Academy – U.S.A/ Bangalore](#)

Affiliations/Accreditations

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- Member – ISEEE (Indian Society of Electrical & Electronics Engineers) (No: M/2709/11)
- Member – IAENG (International Association of Engineers) (No: 115482)
- Member – SEEM (Society of Energy Engineers & Managers) (No: 317218220616)
- Ass: Member - IRED (Institute of Research Engineers & Doctors) (No: AM10100052378)
- Member – IACSIT (International Association of Computer Science & Information Technology)
- Pro: Member – IASTER (International Academy for Science & Technology Research)

Certification

- [Bureau of Energy Efficiency \(B.E.E\)-Link](#)
Certified Energy Auditor
- [Schneider Electric \(Energy University\) - Link](#)
Alternative Power generation technology ,Demand response & smart grid ,Building Automation systems
Active energy efficiency using speed control in motors, Energy Efficiency Plans , Strategic Planning,
Rating structures & Audit practices, Cogeneration technology, Steam systems, ISO 50001 standards
- [Leonardo Energy - Link](#)
Power quality Expert -[Link](#)
- [Leviton - Link](#)
Lighting control Designer (ASAP), Energy Manager, Lev Net RF systems &Occupancy sensor logics
- [General Electric - Link](#)
Arc fault analysis, Soft Starters, Counterfeit products, IEC control, Bus Way Design Lighting Design,
AFCI & AC Drives
- [Industry smarts Inc. - Link](#)
ABB Circuit breakers
- [OEM- Link](#)
LEAN 101 – Principles of Lean Thinking
- **KSPC**
Internal Auditor Training – ISO: 9001- 2008
- [IALM – Link](#)
Master Certification in Corporate contracts Law
- [Manipal – Pro learn -link](#)
Certified Business Analyst.
- [Heat Spring-link](#)
Solar PV Design
- [NISM-link](#)
Certified Investment Advisor