

Ravendra Singh Pal  
Specialist- Bids & Proposal  
(Control and Automation)  
HUB – IMEA- IAPI  
ABB Global Industries &  
Services Ltd.

Key Functional Skills

End to End sales  
Bids & Proposals  
Technical sales  
Competitive intelligence  
Customer Connect  
Pre- Bid Engagement  
Marketing  
Team management  
LSTK estimation

Technical Skills & Domain

Industrial Automation  
Control systems  
Instrumentation  
Plant communication system  
IMCC

Sales & Marketing professional with experience over 9 years of in the field of Industrial Automation, instrumentation, across various process industries like Metals, Mining, Cement, Pulp & Paper, Food & Beverage, Datacenter Industries with aspiration to take larger responsibility and to meet and beat the organization's business targets.

Experience

Bids & Proposal Specialist - C&I for Solutions and Services

Responsible for delivering turnkey Control & Instrumentation to various industries (Metals, Mining, Mineral Processing, Paper, Hybrid) in IMEA Region.  
Key Responsibilities include

- Demonstrated continuous two-digit growth in control and automation portfolio since last two years.
- Concept design of control system across segments
- Sales responsibility includes support market development, Prebid activities and tender handling for Control Systems & Instrumentation.
- Focus on service business growth strategies
- Coaching and mentoring the teams
- Development of bidding estimation tools.
- To make competitive Analysis
- Managing cross-functional teams in solution development and conceptualization.
- Instrumental in achieve largest DCS systems, New DCS system selling, Large 3<sup>rd</sup> party system upgrades.
- Collaboration with R&D team for various improvement and development aspects of control system.
- Knowledge sharing with other team members of Sales

Previous Experience  
Senior Engineer- July 2018- September 2018  
Balrampur Chini Mills Limited, Babhnan

- Designing & Developing new control systems
- Testing & maintain existing system
- Analyzing data & reports generation
- Purchasing equipment's
- Project management

Project Manager- April 2016- July 2018  
Rhythm Automation Control Private Limited

- Participation for Basic Design.
- Bid Evaluation, Cost Estimation.
- Planning and detailed Engineering Review.
- Logic development.
- DCS & SCADA Designing.
- Project Execution.
- Team Management
- Knowledge sharing to Other team members
- FAT/SAT execution
- Kick Off meeting

Personal Info

+91-9454522360  
ravendra7202@gmail.com

Date of birth: 30 Jan 1991

Address:  
Plot no. 20, 1<sup>st</sup> Floor, Flat no.  
C-2, Ayyappa Nagar Stage-II  
Bangalore- 560058

Languages

English  
Hindi

Project Engineer- July 2011- April 2016  
Alpha Control Instruments Private Limited, Lucknow

- Preparation of Logics.
- Designing SCADA according to PI Diagram.
- Project Planning, Project execution.
- Field Erection and Commissioning.
- FAT/SAT.
- Technical discussion

Professional Trainings

- Various Technical product trainings
- Various Process related trainings

Education

Northern India Engineering College (2007-2011)  
B.E – Electronics and Instrumentation  
First Class with 69%

Declaration

“All the information given above are true to the best of my knowledge and any wrong information, if found can be used to forfeit my candidature.