

Renuka Dhait
Navi Mumbai, Maharashtra-400701
+91 7769961338
rrdhait1974@gmail.com

WORK EXPERIENCE

Deputy Manager, International Project Execution

Schneider Electric India Pvt. Ltd.

Oct'22-Present

- Oversaw 50 projects across all development phases, establishing workflow and timelines to meet delivery dates.
- Managed advance procurement of long lead items for over 20 projects, preventing material shortages during inspections.
- Mentored 3 trainees in on-the-job execution, providing guidance on contract management, SAP-Sales Order creation, execution, and customer support.
- Coordinated technical requirements, met customer expectations, and received positive feedback, leading to two additional orders worth 1.5 million USD.
- Established and adjusted project execution milestones while ensuring timely follow-ups for payment phases.
- Assisted clients by coordinating with the site supervision engineer and addressing the complaints raised by the client.
- Managed collaboration among 8 internal teams to deliver a reliable product to the client, achieving a 95% quality standard compliance rate.
- Generated revenue of 2 million USD from spares supply and services.
- Contributed to sales totaling 7 million USD and assisted in collecting approximately 8 million USD in outstanding amounts.

Deputy Manager, International Pre-Bid

Schneider Electric India Pvt. Ltd.

Oct'20-Sep'22

- Analyzed technical and commercial specifications to create client-focused proposals with an average order value of 1 million USD for International power market-related switchgear solutions in large-scale EPC project tenders.
- Utilized the T-ERA & M-PACK – LV, MV costing tools to obtain accurate and reliable cost estimates for commercial offers.
- Successfully worked over 300 projects in 1.8 years, encompassing both budgetary and firm RFQs.
- Actively participated in external audits, ensuring zero non-conformities (NCs).
- Managed 15+ business opportunities annually using SAP CRM, identifying, and nurturing leads to support bid management, achieving a 40%+ win rate, and driving significant sales growth.
- Achieved a 10% annual increase in customer base through strategic networking and market analysis, leveraging customer feedback for product refinements and strategic adjustments to enhance business performance.
- Collaborated with suppliers to optimize project margins by up to 10% through strategic negotiations and thorough evaluation of offers, enhancing profitability.
- Experienced in managing various EPC's projects, with a strong understanding of their requirements, particularly in emerging markets such as Southeast Asia and the Gulf countries.

Brihanmumbai Electric Supply Transport Internship

Site Intern

May'18-Jul'18

- Participated in comprehensive training focused on distribution workshop operations, including - operation & maintenance, Erection, Planning.
- Acquired knowledge of protection systems and strategies to safeguard electrical system from faults and failures.

EDUCATION

Veermata Jijabai Technological Institute, Matunga, Mumbai *Bachelor of Technology*
in Electrical Engineering
CGPA: 7.72

May'20

Government Polytechnic College, Amravati, Maharashtra
Higher Secondary Certificate
Percentage: 92.94 %

Apr'17

SKILLS

- Microsoft Office 365 Suite (Excel, Word, PowerPoint, MS Project)
- SAP
- Collaborative leader
- Agile/Scrum
- Profluent communicator
- Task-delegation