

B.SAGURULLA

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Sr. Engineer – Contracts & Procurement

CAREER OVERVIEW

- Currently Working as Senior Contracts & Procurement Engineer with **over 8 years** of experience in Procurement of Equipments for Power Sectors, Utilities and Oil & Gas Projects with EPC Firm.
- Experience in Procurement of different types of Electrical Equipments, mechanical equipments and bulk materials as per project requirement from various Manufacturers based in Europe and USA.
- Responsible for Sending RFQ, Tender Bulletins to bidders, Technical Clarifications, Conduct Clarification Meetings, negotiate with vendors, Prepare Purchase Order or Contracts and to release on Successful bidder by conducting E-Auctions.
- Responsible for obtaining PO Acknowledgement after release of PO. Monitoring of Purchase Orders / Contracts with Sub-contractors' / Vendors post award and to monitor Warranty of the Equipments/Services till the Warranty Period and Close out.
- Responsible for initiation of Change Orders, monitoring the Change Requests and realizing the variation with direct liaison with Client.
- An effective leader with distinguished abilities in leading & motivating a workforce for accomplishing project targets in the given timeframe.

OTHER KEY SKILLS

Supply Chain Management

Project Management

Techno Commercial Negotiations

KNOWLEDGE PURVIEW

- ∂ Managing procurement activities till project close out and tracking Supplier Performance during the course of the Project.
- ∂ Preparation of Budget, Cash flow, Finance requirements and arranging Insurance for the projects.
- ∂ Conversant in General Accounting Principles, Mode of Payments & Currency Hedging.
- ∂ Possess knowledge in developing contracts/Purchase Order complying to Client's requirement and Organization's Quality requirements.
- ∂ Possess Experience in interacting with Various Manufacturer's / Supplier's across Europe and with various Clients.
- ∂ Proficient in English and to work in a multicultural environment across different time zones.

CAREER RECITAL

Growth Path

(4) Emirates Technical Associates- Power Projects Division, Abu Dhabi

Feb'2015- Till date

Sr. Engineer – Contracts, Procurement & Expedition

Project : GASCO Project 5283: Engineering, Procurement & Construction Phase – Power Generation Units Retirement Project @ ASAB, BU HASA, HABSHAN & BAB (Abu Dhabi oil fields)

Platform : Engineering, Procurement and Construction Phase of Primary Substations at ASAB, BAB, HABSHAN & BUHASA for GASCO.

Client : GASCO

Consultant : Mott MacDonald

Value : USD.194 Million

Project Deliverables:

- ∅ Study of Front End Engineering Design (FEED) Documents and Summarize the Procurement & Services Deliverables of the Projects. Identifying Long Lead items and to prepare procurement plan to kick start the Procurement Activities.
- ∅ Responsible for Preparing and Monitoring of the Budget.
- ∅ Responsible for Sending out RFQ (Request for Quotation), Evaluate offers, analyzing the data and issuing award recommendation for Placement of PO.
- ∅ Negotiating with Vendors for better Payment Terms, Warranty and After Sales Services for the Supplied Products.
- ∅ Responsible for Preparation of Purchase Order considering Company Policies, Client's Requirement's & Local Government Regulations and obtaining Purchase Order Acknowledgement from vendors.
- ∅ Monitoring of the Purchase Order and to obtain delivery confirmation from vendor and ensuring the materials and equipments are arriving on time based on the Project requirement.
- ∅ Responsible for reducing cost in procurement of bulk materials by identifying alternate vendors without compromising on Quality and Delivery requirements of the Project.
- ∅ Responsible for Raising CTN (Contract Trend Notice) and Submitting it.
- ∅ Supporting/coordinating Logistic Operations based on the Delivery terms of the PO.
- ∅ Responsible for reviewing Letter of credit.
- ∅ Attending Weekly review meetings with Client/Consultant to update the Procurement, Sub-Contracting and Manufacturing Status of the Project.
- ∅ Responsible for Reporting Budget vs Actual of the Procurement Budget on Monthly basis.
- ∅ Ensuring documentation as per Quality & HSE Management System of the Organization.
- ∅ Ensuring to execute all the processes in accordance with organizational policy requirements.

(3) Alstom T&D India Ltd

Sep'12 to Dec'14 Engineer (Procurement)

Business : SAS, Product (Relays)

*Customers : **Utilities:** -KPTCL, NTPC, MSTCL, WBSECL
OEM: -SCOPE T&D PVT LTD, ASHIDA ELECTRONICS, HT SWITCH GEAR
Dealers: -SCS, CCS, AV POWER GREEN, AMICHAND TECHNOLOGICAL PRIVATE LTD,*

Project Deliverables:

- ∅ Manage the contract of assigned projects from the date of receipt of LOA to FAC.
- ∅ Contractual efficient deliverables on time.
- ∅ Booking the orders with agreed techno- Commercial terms.
- ∅ Maintain Gross/Net Margins committed to Management
- ∅ Focus on Sales landing
- ∅ Backlog Analysis / Phasing
- ∅ Sending OA within by 48 Hrs.
- ∅ Inventory Management WIP
- ∅ Additional responsibility:-Inventory dilution (Done inventory reduction of 13 MINR reduction during self-tenure)
- ∅ Focus on Cash Collection/Payment
- ∅ Preparing MIS

(2) Electro RAK (India) Private Ltd

Jan'12-Sep'12 Engineer (Procurement)

Business : Construction

Client : MARG group

Project Deliverables:

- ∅ Ordering of Equipment's (Transformer, Power Cables, Cable ducts, etc)
- ∅ Maintain Gross/Net Margins committed to Management
- ∅ Coordination with design team / Suppliers / Customer
- ∅ Focus on Cash Collection/Payment Reconciliation
- ∅ Inventory Management WIP
- ∅ Preparing MIS

(1) Emirates Technical Associates- Power Projects Division, Abu Dhabi

Sept'08-Nov'11 Engineer (Procurement)

*Projects : TRANSCO CONTRACT No. N-3273: Power Supply of Delma Island – Lot 1 132/11 kV
Substations at Delma Island, 132 kV SUBSTATIONS at Shuweihat and associated works*

TRANSCO CONTRACT N5208: New 132/22kV Substation at Raha Beach-A, New 132/11kV Substations at E40 & W41

TRANSCO CONTRACT NO. N-4263.1B: New 132/33kV GIS Substation in Khor Khwair UAE

TRANSCO CONTRACT NO. N-4886: NEW 132/22 KV GRID STATION AT RAHA BEACH – B LOT -1 SUBSTATION WORK, UAE

Platform : Supply, Design, Installation, Testing & Commissioning of 132/22kV Substations, 132/11kV Substations & 220/33kV Substations for TRANSCO.

Client : TRANSCO

Consultant : PB Power / Lahmeyer International / Mott MacDonald

Value : USD. 334 Million (Aggregate)

Project Deliverables:

- ∅ Study of Scope of Works Documents and Summarize the Procurement & Services Deliverables of the Projects. Identifying Long Lead items and to prepare procurement plan to kick start the Procurement Activities.
- ∅ Responsible for Preparing and Monitoring of the Budget.
- ∅ Responsible for Sending out RFQ (Request for Quotation), Evaluate offers, analyzing the data and issuing award recommendation for Placement of PO.
- ∅ Negotiating with Vendors for better Payment Terms, Warranty and After Sales Services for the Supplied Products.
- ∅ Responsible for Preparation of Purchase Order considering Company Policies, Client's Requirement's & Local Government Regulations and obtaining Purchase Order Acknowledgement from vendors.
- ∅ Monitoring of the Purchase Order and to obtain delivery confirmation from vendor and ensuring the materials and equipments are arriving on time based on the Project requirement.
- ∅ Responsible for reducing cost in procurement of bulk materials by identifying alternate vendors without compromising on Quality and Delivery requirements of the Project.
- ∅ Supporting/coordinating Logistic Operations based on the Delivery terms of the PO.
- ∅ Responsible for reviewing Letter of credit.
- ∅ Ensuring documentation as per Quality Management System of the Organization.
- ∅ Ensuring to execute all the processes in accordance with organizational policy requirements.

ACADEMIA

2008 **B.E (Electrical & Electronics)** from Anna University, Chennai with **76% with First Class distinction**

IT Forte

Software Package : MS Office (Excel, Word, Power Point, Outlook)

Operating Systems : Windows 7, Vista and XP

SAP Module : SAP

PERSONAL SCAN

Date of Birth : 26th January, 1987

Nationality : Indian

Passport No. : M 3956813

Visa status : Employment Visa with Unlimited contract

Languages Known : English, Urdu, Hindi & Tamil

Driving License : UAE & Indian Driving License

Address : Khlifa Street, Abu Dhabi, UAE

Marital Status : Married