

---

---

## RAJESH BHARGAVA, PMP

---

---

M: +919958095107, E-mail: [rajesh.rajeshbhargava@gmail.com](mailto:rajesh.rajeshbhargava@gmail.com)  
<https://www.linkedin.com/in/rajb65pmp-99272328>, Skype: rajesh65.bhargava

### ❖ PROFESSIONAL SUMMARY

- **Accomplished results oriented Project & Commercial Functions Management Professional having over 29 years of experience;** Credibility for directing large challenging projects & commercial operations in IT /Power T&D automation /Telecom domain with 18+ years dedicated to Program / Project Management.
- Excellent time management, deep technical aptitude & strategic planning abilities to prioritise & manage multiple projects / concurrent assignments and meet deadline under stringent resource constraints.
- **Diversified leadership experience for project operations, Sourcing and commercial functions;** Possessing structured, strong quantitative & analytical abilities to aid in strategic decision making & successful contract negotiations / administration. Recognised for passion to lead challenging assignments, collaborative work approach across business functions with remarkable problem solving and organisational abilities.

### ❖ CORE COMPETENCIES / SKILLS

- |                                |                                |   |
|--------------------------------|--------------------------------|---|
| • Program Management           | • Quick decision making        | • Strategic Planning / Analysis           |
| • Contract Management          | • Projects Contracts Closure   | • Financial Tracking & Budget Management  |
| • Cost Control / Reduction     | • Operations Management        | • Customer/Vendor relationship Management |
| • Contract / Price Negotiation | • Project Planning and Control |   |
| • Mentoring & Team Leadership  | • Risk Management              |   |

### ❖ EXPERIENCE / WORK HISTORY

- **Deputy General Manager - Project Management, 01-2016 to Current**  
**GE T&D India Ltd – Noida, Uttar Pradesh, India**
  - Projects contract closure: Spearheaded collaborative & contractually focused approach with customers for settlement of long outstanding techno-commercial issues & closure of over 150 medium to large complex projects in 2016-17.
  - Facilitated positive financial impact for business: a) Improvement of bottom line by over \$1.4M in 2016-17 through long overdue payment realization & by over \$3M due to allocated CTC release of closeout projects. b) Additional sales opportunity of over \$200K on average 45% contract margin.
  - Projects P&L management: Demonstrated excellence in 100% success for revenue recognition & timely cash realization from potential customers.
  - Mentored over 10 project manager's /Project controllers for deployment of methodical approach towards project techno-commercial scope handling & contracts closure.
- **Deputy General Manager – Tendering & Commercial, 08-2014 to 12-2015**  
**GE T&D India Ltd – Noida, Uttar Pradesh, India**
  - Spearheaded tendering / bid development process & commercial function for medium to highly complex proposals for annual bid submission value of over \$55M to \$60M.
  - Facilitated bid reviews with senior leadership to establish a common understanding of the scope compliance, risks, profitability, target price etc. associated with the delivery of strategic proposals. Achieved 35%-win ratio on submitted proposals.
  - Successfully achieved 100% on time national and international bid responses annually for over 300 bid engagements of values ranging from \$50K to \$60M.
  - Exceeded Order booking volume KPI by 18% with overall margin on order book over 28%.
  - Orchestrated multiple Smart Grid proposals development with accountability to manage consortium partners, key vendors & customers to ensure submission of competitive & winning bids: Won prestigious & highly technology intensive smart grid project with profitable margin from HPSEB in India.

▪ **Deputy General Manager – Sourcing, 05-2011 to 08-2014**

**ALSTOM T&D India Ltd – Noida, Uttar Pradesh, India**

- Directed actions for over 400 RFPs with average annual spend of \$15m - \$25M with significant achievement of cost reduction by \$3M - \$4.5M on procurement budget for over 4 years consistently.
- Enhanced cost reduction within first year from \$500K to \$1.8M million by developing and implementing effective negotiation, alternate sourcing, and value engineering strategies.
- Facilitated significant reduction in working capital requirements by negotiating the improvement of payment terms by 150-240 days against major supplies & services procurement.
- Influenced supplier's optimization / reduction by 30% to improve functional operational efficiency for supplier's management by 15-20%.
- Core member of regional commodities management team. Solid leadership for IT, Telecom & Cable commodities management with average annual regional spend of \$64M with annual cost reduction by \$14M.

▪ **HEAD – EDMS Projects, 01-2018 to 05-2011**

**AREVA T&D India Ltd – Noida, Uttar Pradesh, India**

- Program management responsibility for deploying project management tools, techniques & best practices for turnkey projects delivery of strategic EMS/DMS SCADA & Telecom projects in India region. Directed large teams for successful integration of 50+ Control Centres & 500+ S/S in India region for highly challenging & complex regional automation projects.
- Spearheaded successful execution of first Distribution Management System in Meghalaya State (North Eastern Region of India) for Power Grid India for full life cycle of project: Creation of proven qualification reference for numerous DMS opportunities for future business growth across the world.
- Demonstrated excellence for strategic projects successful execution for Ministry of Power - India, Power Grid - India, BPCL – Bhutan, State/Power utilities for EDMS SCADA System/Remote Operation SCADA System: Project execution success has established the organisation at leadership position under Power T&D Automation domain for successive years from 2000 onward.

▪ **Senior Manager - Projects, 12-1998 to 12-2007**

**ALSTOM T&D India Ltd – Noida, Uttar Pradesh, India**

- Elevated to several management positions from technical Manager to techno-commercial senior project manager during career growth from 1998 to 2007 with responsibility to oversee IT/ Telecom / EMS / DMS SCADA projects for full life cycle.
- Mentored team of 50+ Engineers & created leadership growth opportunity for team members.

▪ **Senior Engineer – 06-1987 to 12-1998, ESPL – Mohali, Punjab, India**

- Team leader for IT / Data Acquisition & Control System Engineering & projects site commissioning.

❖ **ACCOMPLISHMENTS**

- Acknowledgement of outstanding performance by business management for exceeding the projects closure KPI & significant contribution to business bottom line improvement by over \$1.4M.
- Excellent bid management to achieve strategic win of Smart Grid Project of HPSEB in India to create qualification reference for highly growth oriented business worldwide.
- ALSTARS Award from business management for outstanding sourcing leadership for achieving significant cost reduction on business procurement budget & supplier's management.
- Excellence award by business management for outstanding sourcing support to achieve strategic tenders win & exceptional business order intake growth from \$30M to \$50M over 4 years.
- Demonstrated unsurpassed sourcing management & negotiation skills to achieve cost reduction /cost deflation of average 15% on business procurement budget of \$7M to \$25M consistently over 4 years.
- Recognized for leading contribution to successful completion of large/ complex /strategic Energy Management System projects of Power Grid-India for 3 power transmission regions of India: Elevated through 5 management levels in 7 years of project management assignment.

❖ **EDUCATION**

- **Masters in Science:** Applied Physics (Specialization in Electronics), 1984 - 1986  
Madhav Institute of Technology & Science - Gwalior, M.P., India
- **Diploma in Management,** IGNOU, New Delhi, India, 1996 - 1998

❖ **TRAININGS / CERTIFICATIONS**

- Project Management Core of Knowledge by AREVA, France
- Project Management Leadership Program by IIL at Paris, France
- Project Management Professional (PMP - 1409994) by PMI
- Lean Six Sigma Black Belt Training & Certificate