

RUDRANARAYAN SARANGI

Pune ,India

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PROFESSIONAL SYNOPSIS

- A dynamic professional with experience in Project Site evaluation ,erection & commissioning , Project execution, Equipment validation, Live Project Monitoring, After sales support, Consulting, Quality Inspection, Third Party Inspection, Electrical Safety Audits, Factory Production Control, Testing, Product Certification (CE-Marking),Product certification management & Operation management, Solar Projects-Design , execution & sales, Business Development, Sales.
- **Presently deputed as Senior Engineer – Customer support with Glatt Systems Pvt. Ltd. responsible for Project Site evaluation ,erection & commissioning, Equipment qualification, trouble shooting, spare parts & AMC order generation .**
- **Worked as Project Engineer- Certification, Third Party Inspection and Business Development with KBS Certification Services Pvt. Ltd. responsible for Inspection, Auditing, Product Certification and establishing and operating business modules for KBS Solar ,TPI.**
- **Worked as Project Engineer (Techno Commercial) - Bharat Electronics Ltd from August 2010 to September, 2014. Responsible for After sales support, Live project Monitoring ,Making Appointment and follow up visits, Assisting with delivery of live project , Technical Support ,Marinating Customer and prospects data base, Operational monitoring and reporting , Tender Technical Bid Evolution and preparation.**
- Interacting with the Clients to identify their requirements/ needs and challenges and provide effective solutions within stipulated timelines by doing initial survey as per requirements.
- Proficient in maintaining client relationship as their single point of escalations.
- Efficient in undertaking responsibilities in conducting Audits/ Inspection for some of the esteemed customers including many Multinational companies.
- Ensuring appropriate Root cause analysis, Preventive and Corrective actions those are taken by the companies for the non-conformances raised during the audit process.
- Possess qualitative knowledge of various standards used for product safety regulatory approvals.
- Providing guidelines to design and safety engineering team at customer's end in designing and manufacturing the product in line with applicable safety standards and its requirements. This includes interactive technical presentations and seminars which initiates more leads and then to sales.
- Looking to join a company that rewards efforts and initiative, whilst at the same time providing plenty of progression and development opportunities to its employees.

ORGANIZATIONAL EXPERIENCE

Senior Engineer – Customer support – Glatt Systems Pvt.Ltd. (Present)

Role and Responsibilities:

- **To conduct Installation, commissioning, equipment qualification / Validation .**
- To be in continuous touch the clients to know and understand their requirements and response from our services.
- To conduct detailed discussion with client, understanding their requirement and submitting quotation accordingly.
- Review client's complaints/feedback and implement corrective action.
- Maintaining customers and Prospects data base.
- Providing sales support and customer liaison.
- Assisting with estimating and quoting new works.
- Assisting with delivery on live projects.
- Liaising with contracts controllers and customers on live projects.

Key Result Areas:

- **Special understanding of Installation and commissioning of machinery like fluid bed Dryer, High sheer Granulators, Wurster coating machines, Tablet coating machine, Power Blending machine.**

- Execution FAT and SAT with end user with respect to URS .Participate in all major validation related activities.
- Defining service chart for individual equipment such as check mate list, inspection, calibration, adjustment and replacements.
- Understanding the design inputs such as P&ID, e plan, Loop Diagrams, User requirement specifications, Design Statement and Control philosophy.
- Maintaining different types of pneumatic, hydraulic, solenoid valves and control valves.
- Working on calibration of control valve, RTD, flow transmitter, differential label and pressure transmitter, pressure gauges, temperature gauges, thermo graphic test etc.
- Keeping check on PLC / SCADA Software Design Specification.
- Accountable for Communicating tag list (for PLC / External systems interfaces).
- Developing Closed Loop control Schemes for control loops.
- Preparing System architecture drawing with detailed interconnections between different system components, Hardware design manual for cabinets and electrical drawing.

Project Engineer- Certification, TPI & Business development - KBS Certification Services Pvt. Ltd. (5rd Feb. 2015 to March 2017)

Role and Responsibilities:

- To generate sales from new business leads and to follow them up for new projects in future, Involved in all type of B2B and B2C business transactions.
- To be in continuous touch the clients to know and understand their requirements and response from our services.
- To conduct detailed discussion with client, understanding their requirement and submitting quotation accordingly.
- Part of the team of delivering Product Certification Services such as LVD; MD; CPD; MDD others generally for European Directive Compliance for household Appliances, Audio Video Appliances, including Information Technology Construction Products like steel plates, nut bolt assemblies, machinery products etc.
- Coordinating with different technical reviewers for different projects and resolving the Non-conformities raised by them.
- Evaluate and certify products as per various National and International standards like EN, IEC etc.
- Establishing effective business plans for delivering projects within the time limit and henceforth seeking client's satisfaction and requirement.
- Conducting meetings with client for marketing and presentations.
- Establish plans to meet technical and cost objectives and set group of priorities.
- Review client's complaints/feedback and implement corrective action.
- Carrying out Inspection and audits as per requirements and projects in compliance with National and International Standards.
- Preparing reports and raising non-compliance with corrective action and preventive action.
- Responsible for conducting preliminary site survey & Preparing DPR for Roof top On Grid Solar Power plant.

Key Result Areas:

- Third party inspection of quality of work carried out by the 'Wipro Ltd' appointed by the 'Indian Oil Corporation Limited' for Access Control Systems on PAN India basis.
- Special understanding of Access Control System equipment's as Turnstile, Boom barrier, Smart card reader, DDS controller PCB, SMPS, Solenoid, Biometric devices etc.
- Review of Quality Assurance Plan (QAP).
- Review of all test data, internal Test report, Test certificates etc.
- Checking complete installation of equipment's as per approved drawings. Power on testing of Entire system and declaring Mechanical Completion & Carried out User Acceptance Test.
- Made responsible for all types of Techno-commercial activities starting from taking up the projects with proper cost, getting it executed by operations team to confirming the response from the customer for the entire project.
- Review of various Tender Documents.
- Liaising with customer for future Business development.
- Electrical Safety Audit of Retail Outlets of IOCL in major districts of Tamil Nadu.
- Special understanding Of Electrical Panel, Earthing system, various components & parameters of dispensing Units MS/HSD.

- Lead project as Team lead Third Party Inspection of SPV home Lighting Systems installed in Tamil Nadu under Chief Minister's Solar Powered Green House Scheme; preparation and verification of reports.
- Special understanding of Solar power plant design & simulation through Pv syst & Pv Sol software.
- Special understanding of solar power plant site evaluation, erection & commissioning.
- Special understanding of BOS details for solar power plant as per desired standard.
- Special understanding of various components & parameters of Solar Home lighting system, Power plants.
- Established effective business modules, presentations and marketing strategies for new wing of KBS i.e. KBS Solar.

Project Engineer – Bharat Electronics Ltd (August. 2010 to Sep. 2014)

Role and Responsibilities

- Making appointments and follow-up visits.
- Carrying out sales visits and site survey.
- Maintaining customers and Prospects data base.
- Providing sales support and customer liaison.
- Assisting with estimating and quoting new works.
- Assisting with delivery on live projects.
- Liaising with contracts controllers and customers on live projects.
- Conducting meetings with client for marketing and presentations.
- Review client's complaints/feedback and implement corrective action.
- Tender Technical & Financial Bid Evaluation, preparation.

Key Result Areas:

- Accomplished orders of more than 40 Corer INR along with installation and commissioning.
- Made responsible for all types of Techno-commercial activities starting from taking up the projects with proper cost, getting it executed by operations team to confirming the response from the customer for the entire project.
- Review and execution of project Plan.
- Work on various Renewable energy based project under various central government (MNRE) & State government (OREDA) schemes.
- Successfully completed Remote village Electrification program projects within stipulated time period for Odisha Renewable Energy development Agency.
- Understanding on pre delivery inspection of materials used for solar power systems.
- Understanding on designing & Inspection of Solar power plants (On Grid & OFF Grid).
- Extensive breadth of experience in electrical engineering and solar power site evaluation.
- Special understanding of solar power plant site evaluation, erection & commissioning.
- Special understanding of BOS details for solar power plant as per desired standard.
- Excellent grasp of solar power schematic development.
- Strong ability to draft and interpret solar power design plans.
- Corresponded with local and state regulatory authorities.
- Provided technical assistance to project manager and sales development manager as require.
- Special understanding of Static cell phone jammer Installation & Maintenance.
- Success fully installed & commissioned Tested Cell Phone jammer in different prison premises under IG prison Department, Odisha.
- Special understanding on tendering process.
- Proficient in maintaining client relationship as their single point of escalations which induces future repeat orders from existing clients and more lead generations.

ACADEMIC CREDENTIALS

- B.Tech – Electronics & communication Engineering – NMIET, Bhubaneswar (2009)
- Diploma – Electronics & Telecommunication Engineering – SES, Sundergarh (2004)
- SSC – BSE – Town high School ,Sundergarh (2001)
- Solar Power Plant Design & Simulation through Pv syst & Pv Sol software – National Institute of solar energy ,Gurgoan.

PERSONAL DETAILS

- Date of Birth – 18th July, 1986.
- Language Proficiency – English, Hindi, Odia.
- Marital Status – Unmarried.
- Father's Info – Mr. Ranjan Kumar Sarangi retired Government Employee.
- Mother's Info – Mrs. Bharati Sarangi a home maker.
- Pass port – Having Valid Indian passport valid up to 21.11.2024.

Place: Mumbai

Rudranarayan sarangi