

RESUME

AKSHAY P. SALI

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CAREER SUMMARY:

Self motivated professional with 8 years progressively responsible roles in Project Engineering, Bids & Estimation (Proposal Engineering & Management), Pre-Sales (bridge interface between Sales & Projects). Competent to handle complex automation projects involving multi-party (EPC, Vendor, End User, PMC) interface & projects of strategic importance.

CAREER GOAL:

Lead a team of multi-discipline engineers of a dynamic Engineering organization contracting multi-billion-dollar construction & engineering projects of complex nature involving real world challenges.

PROFESSIONAL EXPERIENCE:

Senior Engineer - Sales Support, Global Operations (MEA & APAC), Remote Automation Solutions

Emerson, Shivajinagar, Pune | Sept. 2014 – Jan. 2016

Responsibilities:

- Review of project enquiry documents - RFP/RFQ, Layout/Diagrams, Specifications/Datasheet.
- Identify Scope of project and milestones.
- Participate in Proposal Kick-Off Meeting. Prepare Proposal plan.
- Generate deliverables like Bill of Material, Table of Compliance, System Architecture, Proposal Document, Project Schedule, etc. bid supporting documents.
- Liaise with Support Functions –
 - Procurement (for buy-out materials cost). Generate project costing.
 - Technical Lead & Project Management (for manhours). Generate manhours estimate.
- Participate in Tender Vet Meeting for solution review and proposal approval.

- Identify Inherent and/or Unknown risks. Prepare risk mitigation plan and appropriate measures.
- Provide additional support to Sales (TQ meeting and resolution).
- Adhere to Company Standards & Processes.

Sr. Estimation Engineer, Domestic Operations (INDIA), Projects & Automation Solutions

Honeywell, Hadapsar, Pune | March 2011 – Aug. 2014

Achievements

- Managed Estimation of multiple Fire & Gas revamp projects for Strategic Accounts (Reliance Industries Limited). Undertaken multiple projects site visits, Study existing legacy F&G system designs, Providing an overview on Gas detection principle and recommending F&G selection criteria as safety system.
- Site Office meetings and briefings to Project Management Office on F&G applications, Detectors, F&G Network Architecture, Integration of Safety Network to Process network, etc.
- Formulate bids. Attend meetings at RIL Offices during bid phases.
- Felicitated by 'Bravo Silver Award' for contributing to Proposal Engineering (Pre-Engineering Phase) & supporting in subsequent winning of **Reliance J3 Petrochemical Complex "Fire & Gas CCTV Project"** Contract.

Jr. Manager Estimation, Industrial Division, Low Voltage Systems

United Technologies Corporation, Navi Mumbai | July 2010 – Feb. 2011

Responsibilities:

- Prepare Cost Estimates and Techno-commercial proposal in line with tender requirements.
- Provide support to Pre-Sales / Sales Team during bidding stage, assist in technical and commercial negotiation meetings, post award of contract handover tender and project details to operations team.

Estimation Engineer, Buildings Division, Low Voltage Systems

Logicon Building Systems, Thane | June 2009 – July 2010

Responsibilities:

- Receive bid assignments from the Business Development Manager or Head of Sales.

- Study scope of work, BOQ, project milestones, specification from bid documents and identify tender requirement.
- Attend Pre-bid Meeting. Prepare RFQ and float enquiry for inviting quotation from suppliers.
- Prepare Cost Estimates. Prepare proposal / Offer document in line with tender.
- Participate in the Techno-commercial negotiations meetings till finalization of Job.
- Upon project award refine the estimate basis agreed list of assumption, revised scope of work and revised supplier quotes.
- Prepare technical submittals & handover.

Site Engineer (On Contract Basis), Data Centre – Projects (IBMS)

Reliance Communications, Mahape, Navi Mumbai | Sept. 2007 – May 2009

Responsibilities:

- Prepare technical specifications, preliminary BOQ and budgetary estimate.
- Float RFQ to suppliers for inviting quotation. Validate supplier quote (technical offer) & approve eligible quotes.
- Prepare project execution plan.
- Follow up with Site team. Ensure manpower allocation. Monitor overall job progress in sync with the material flow.
- Verify system performance, test system operational functionality is meeting SLA set by Data Centre Customers.
- Hand-over project post pre-commissioning. Resolve punch list, if any, raise by Operations team.

DOMAIN KNOWLEDGE:

- Exposure to International Fire Codes - IS 2189, TAC, NFPA 72, Functional Safety Standards IEC 61508, etc.
- Functional Safety Concept – SIS, SIL, MTTR, Reliability, Availability, etc.
- Process Safety System - Fire & Gas, Emergency Shutdown, Burner Management System, etc.

- Remote Automation Solution - Pipeline SCADA, Remote Terminal Units, Flow Computers, Wireless Networks, etc
- Honeywell DCS & SCADA - Experion PKS, RC500 RTUs, Safety Manager SIL 3 PLC, Life Safety, Remote Automation Solution - Pipeline SCADA, Remote Terminal Units, Flow Comy System /FDAS, etc.
- Emerson RTU & SCADA – Bristol OpenEnterprise SCADA, Bristol ControlWave RTU’s – CWPAC, CW MICRO, ROC800, etc.

CERTIFICATION/ MEMBERSHIP:

- Certificate Course on “Gas Detection Equipment” from Honeywell Analytics in 2012.
- Certificate Course on “Open Enterprise SCADA Basics” from Emerson in 2015. Awarded attendance certificate with Educational units.
- Former Paid Member of International Society of Automation Professionals, ISA ID - 33250856.

EDUCATIONAL QUALIFICATION:

- Passed Bachelor of Engineering (Electronics & Telecommunications) with First Class from Mumbai University in 2006.
- Passed Higher Secondary Certificate Examination with Distinction from Board of Higher Education, Maharashtra State in 2002.
- Passed Secondary School Certificate Examination with First GRADE from Board of Secondary Education, Maharashtra State in 2000.

I hereby declare that the above are true to the best of my knowledge and belief.

Place: XXXXXXXX

Date: XX-XXXXXXXX-XXXX

Signature