

ASWATH NARAYAN BHARGAVA



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Aspiring for senior level position in GLOBAL Position & MEGA projects in (OIL and GAS) EPC Company or in Automation Engineering - SALES SUPPORT, Project /Product Delivery Management, Engineering, Site Engineering (I&C) Services and Customer Services with an organization of high repute, preferably in Automation (process/Industrial) sector

Enterprising, extrovert and customer-focused natural leader with a natural ability for building new business and forging loyalty with clients, vendors and external business partners, believes in doing Job Right .

Profile Summary

Comprehensive background with **over 26+ years** of experience in leading all aspects of process Control Systems engineering based projects and **Site Services** on PLC, DCS and SCADA, business development, sales, customer service, project engineering, personnel Management, Technical management, upgrades and Training. An out-of-the-box thinker with a flair for charting out executing project strategies, contributing towards enhancing business volumes & growth mainly in mega projects and Services (upgrades/Migration).

Expertise in executing Green **field and Brown fields Automation** based project, Engineering and services in order to derive the deliverables, revenue and profit for the organization. Proficient in managing project and business operations, building client relationship & achieving customer delight. Deft in leading dedicated teams for running successful project operations; gained experience in developing procedures and service standards for the project engineering delivery excellence which involves megaprojects like QLNG, Reliance, Samref etc .

Worked with major EPC like *Chiyoda, Bechtel, Worleyparsons, Mitsubishi Heavy industries, Foster Wheeler, Engineers India Limited, Dodsai Engineering.*

Worked in various geographies and coordinated multinational companies in India, UK, USA, Netherlands, Australia, Italy, Malaysia, Indonesia, Australia, Saudi Arabia and Egypt.

Worked on various system and products like **DCS – Foxboro Evo (270/280)**, ABB800 XA, Honeywell, Yokogawa, Emerson. PLC- Rockwell, OMRON, Modicon , SCADA- Intellution , Wonderware, Factorylink etc.

Possess stellar qualifications in creating effective project and technical execution strategies and plans to increase qualitative deliverables, capitalize on growth opportunities, and maintain profitable operations. Excellent interpersonal, analytical & negotiation skills with proven track record of spearheading numerous innovation projects during the career span.

Leadership

- Known throughout my career as a hands-on Techno-commercial Project manager/Leader with strong expertise in team management (Design /Engineering / Testing / Site Services)
- Ensured that employees recognized the importance of their contributions to the whole, and demonstrated to each one to appreciate the value that is delivered at the store overall
- Developed significant reputation for leadership due to excellent relationships with employees & willingness to lead by example

Core Competencies

~ Sales & Marketing
Development

~ Project Management

~ Technical consultant
Development

~ Training

~ Key Account Management

~ Team Management

~ Business

~ Technical Leader

~ Product

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~ Strategic Alliances
~ I&C DCS and ESD systems

~ Open System Integrator
~ Customer Service Excellence

~ Business Promotion
~ Strategic Planning

Organizational Experience

Growth Path:

Sep 16 – Present	Free-lance (Project, Recruitment, Delivery, Training) consultant, Bangalore, India
Sep'15- Jul' 16	Manager Control and Automation, Dodsal Dubai UAE
Oct'10- Aug 15	Senior Technical lead, Schneider Electric (Invensys) Middle East, Dubai UAE
Sep'05- Jul' 10	Director - Spectro-Flux Engineering, Bangalore, India
Apr'03- Sep' 05	Sr. Manager- Customer Services, Invensys India Private Limited – Chennai, India
Aug'00- Apr' 03	Sr. Systems Engineer- Spectro-Flux Engineering – Singapore
Apr'00- Aug' 00	Design Engineer, Valimation Inc , – PA, USA
Apr'98- Apr' 00	Lead Engineer, Invensys India Pvt Ltd, – Chennai, India
Apr'96- Apr' 98	Sr. Systems Engineer, Bells Controls Limited, – Bangalore, India
Feb'94- Apr' 96	Systems Engineer, Bells Controls Limited, – Mysore, India
Feb'93- Apr' 94	Trainee Systems Engineer, Bells Controls Limited, – Mysore, India

Sep'15- July' 16: Manager Control and Automation, Dodsal Engineering and Construction, Dubai UAE

Role:

- Support I&C team Review Technical proposal and Technical Bid
- Technical Management EPC Coordination for EWTIP and GC31 Projects , Kuwait
- Coordination between KOC, PMC and Dodsal Departments(Kuwait Oil Company ,AMEC and Worley Parsons)
- Automation Package Vendor Management to meet the customer spec and project deliverables
- Coordination between various departments within Dodsal to provide Quality Engineering and timely execution

Accomplishments:

- Aligning the EPC deliverables to meet the customer specification and expectations as per schedule.
- Handled **Technical**, Procurement & project Management –Kuwait - EWTIP and GC31 **project** with 20+ packages /Vendors like Compressors, RTUs, eSCADA, MMS.
- Vendor management to get the timely , quality inputs and deliverables including Honeywell, ABB, Yokogawa, Emerson m GE Bentley Nevada ,Rockwell, Siemens m L&T ,and various Mechanical package vendors worldwide.
- Established the process to review technical system deliverables, track, and monitor and close the deliverables for each packages (20nos) including DCS, ESD, SCADA, RTU and other various systems.
- Standardized interface checklists of 3rd party packages interfaces to DCS/ICSS.
- Handled team of 30+ during the project peak load and effective coordination with Vendors, PMC and end user.
- Effectively handled and trained EPC I&C team to optimize the engineering effort there by reducing the change orders for more than few \$M.
- Successfully completed the design of the system with typical approach for cabinet engineering, Graphics design using workshops.
- Successful completion of Vendor Pre Inspection Meeting (VPIM) with KOC on big System packages like DCS (Honeywell and Emerson)
- Successfully completed the project INITIAL design and Engineering deliverables on time with 20 package /purchase orders and 300+ deliverable documents/drawings with multiple department involvement like Electrical, Mechanical , LOSPE and Process.
- Provided on-job hands on training to the team (around 30-40) on Maximized profitability of project execution with optimizing the delivery approach using past experience of **mega projects**
- Supported other projects with similar approach (ZCINA)

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Sep'10- Aug' 15: Schneider Electric (Invensys) as Manager Delivery Projects - Dubai, UAE

Role:

- Part of the delivery lead as Middle East Delivery team
- Reviewing proposals and supporting Sales on **Megaprojects (FCP270/280)** based system design
- Review and optimizing of delivery in project sales proposal , engineering and upgrades
- Leading mega projects and upgrades as Technical manager /coordinate with Product development
- Site Services with Foxboro Latest Controllers FCP270/280 and ESD Systems (Triconex)

Accomplishments:

- Aligning the proposal to meet the customer specification and expectations.
- Handled **Technical** & project Management -Samref project with 30 PO - USD 30+ million
- Handled team of 60+ during the project peak load and effective coordination with EPC and end user.
- Responsible for change order as part of project execution
- Successfully closed the project on time with 30 purchase orders and 600+ deliverable documents/drawings with multiple BU and region involvement.
- Maximized profitability of project execution with optimizing the delivery approach using past experience of mega projects

Sep'05- Aug' 10 Director - Spectro-Flux Engineering, Bangalore, India

Role:

- Worked as Director as Open System Integrator
- Set up a team from scratch and built up to 18-24 nos
- Worked as lead in Sales, Marketing , project and services
- Worked as Design , engineering and consultants for PLC, DCS and Scada based projects
- Worked as DCS Engineer for Bechtel , UK on Jamnagar Export Refinery project for 18 months

Accomplishments:

- Coordinated with Lanco Engineering and secured order of 144k USD.
- Coordinated as lead DCS between Reliance and various EU at Bearel and with Invensys Pvt Ltd, Mumbai
- Secured order from Bocari Engineering for manpower consultants
- Was part of testing team at Singapore on ABB 800XA based DCS.
- Worked as lead design engineer to audit the **JERP Design Documents which was based onFCP270 and V8**

Apr'03- Sep' 05 Sr. Manager- Customer Services, Invensys India Private Limited – Chennai, India

Role:

- Oversaw the customer Service operations of India and worked as Project manager for all service based projects.
- Service Sales , AMC, Upgrades, Warranty Support for all **Foxboro CP30/40/60 , Triconex customers all over India**
- Lead Service Account manager for Reliance industries Limited
- Head team of 40-50 Service engineers & Responsible for customer training ,upgrade, AMC, Warranty
- Payment follow-up, Customer Satisfaction, ISO9000 Certification.

Accomplishments:

- *Played a key role in increasing the sales by 120 % especially in the AMC services, upgrades, service projects.*
- *Key lead for getting ISO9000 re-certification as head of customer services.*
- *Increased number of AMC base from 15 to 30+ and forecasted future business plan*
- *Streamlined the On time service plan and coverage plan of the territory by providing effective communication ways*
- *Conducted the Invensys Users Group Meeting and Reliance Users meeting at Goa and Jamnagar*
- *Efficiently conducted customer satisfaction Survey and managed Service management & customer grievance*

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- Closed long pending actions from Foxboro side by providing better service and increase the service sales opportunities.
- Supported all new projects providing the services content of the proposal covering after sales options like AMCs.
- Part of Team lead on Reliance Value Max. Project (VMP) and various other upgrade projects.
- *Developed 4 regions of service team to cover all India customers in Ahmedabad, Chennai, Kolkatta, Delhi*
- *Got the Alliance Training for 4 leads to serve customer better at Foxboro Singapore*

Aug'00- Apr' 03

Sr. Systems Engineer- Spectro-Flux Engineering – Singapore

Role:

- Worked as Sr Systems Engineer as Open System Integrator on APAC projects
- Worked as lead in Sales, Marketing , project and services
- Worked as Design , engineering and consultants for PLC, DCS and Scada based projects
- Worked as Engineer for Honeywell Singapore, Mitsubishi , Rockwell, Emerson , Yokogawa-Malaysia

Accomplishments:

- Successfully completed the Foxboro DCS Systems at MLNG (**Foxboro System**) Tiga with Yokogawa Malaysia on MLNG, Bintulu project
- Worked as Engineer consultant with Emerson -Singapore on Indonesia off-shore project on Modicon , Intellution SCADA
- *Worked as SCADA consultant and successfully commissioned Factory Link SCADA /Rockwell PLC at Singapore Airport Terminal project for MHI through Rockwell Automation.*
- *Gained experience in different PLC, DCS, SCADA platforms as Open System integrator*
- *Coordinated various customer & vendors as part of Business development and project execution.*
- Worked as Engineer consultant with Honeywell , Singapore with FSC systems for FAT support on various projects
 - ADCO, NODCO, Seraya Chemicals,

Apr'00- Aug' 00

Design Engineer, Valimation Inc , – PA, USA

Role:

- Worked as Design Engineer

Accomplishments:

- Worked on cGMP guidelines on site engineering at Davis Pharama , Holland MI, USA
- Gained knowledge and experience on Pharma industry and exposure in US company.

Previous Experience

Apr'98- Apr' 00

Lead Engineer, Invensys India Pvt Ltd, – Chennai, India

Role:

- Worked as Lead Engineer in Cochin Refineries Limited , India
- Worked Core team Lead/Lead Engineer on Reliance Jamanagar Refinery project (**Coordination with Product dev for issues/releases**)

Accomplishments:

- Lead team of Engineers in design and Engineering and coordinated with EIL , India for FEED and detail Engineering
 - **Worked as Lead over seas engineer on Mica Creek power plant , Mt Isa, Australia**
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- Lead team of Engineers in design and Engineering and coordinated with Bechtel India for FEED and detail Engineering on following projects – Captive power plant, Aromatics, Refinery, MTF , Port operations
- Lead Engineer for Port Operations and coordinated with Saipem , Milan, Italy

Apr'96- Apr' 98 **Sr. Systems Engineer, Bells Controls Limited, – Bangalore, India**

Role:

- Worked EPC Engineer on Qatar LNGas project (QLNG) with Chiyoda at Doha Qatar for 9 Months
- Worked testing Engineer on Qatar LNGas project (QLNG) with Foxboro Singapore for 5 Months
- Lead team of Engineers in design and Engineering and coordinated with EIL , India for FEED and detail Engineering
- Worked Lead Engineer on Reliance Jamnagar Refinery project for CPP,PPP.

Accomplishments:

- Lead team of Engineers in design and Engineering and coordinated with EIL , India for FEED and detail Engineering
- As Lead engineer closed major DCS issues at Mica Creek power plant , Mt Isa, Australia
- Lead team of Engineers in design and Engineering and coordinated with Bechtel India for FEED and detail Engineering on following projects – Captive power plant, Aromatics, Refinery, MTF , Port operations
- Lead Engineer for Port Operations and coordinated with Saipem , Milan, Italy

Feb'94- Apr' 96 **Systems Engineer, Bells Controls Limited, – Mysore, India**

Role:

- Worked as Service Engineer in Thai Oil Company , Singapore
- **Handled In-house training on Foxboro DCS for Engineers, Sales team**
- Worked EPC Engineer on Qatar LNGas project (QLNG) with Chiyoda, Japan at Doha Qatar for 9 Months
- Worked testing Engineer on Qatar LNGas project (QLNG) with Foxboro Singapore for 5 Months

Accomplishments:

- Was part of the site team on successfully commissioning the Qatar Gas (QLNG) at Doha
- Part of project team with Foxboro Singapore for QLNG and Thai Oil Company projects

Feb'93- Apr' 94 **Trainee Systems Engineer, Bells Controls Limited, – Mysore, India**

Role:

- Worked as Trainee Engineer
- Service Engineer carrying put Service calls and upgrade jobs
- Panel Engineer for Indorama Synthetics

Accomplishments:

- Project coordination/Visited Chemtex EPC on Indorama synthetics as Engineer.
- Part of service team for projects PCBL, HUL, DNL, GNFC, Chemplast
- **Part of internal ISO 900 Audit team**
- On-job training on all sections of the company – Stores, Panel Engineering, Projects, purchase, system engineering.

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- Bachelor of Engineering in Instrumentation technology , Malanad College of Engineering ,
 - University of Mysore, Karnataka, India in 1992
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COMPANIES WORKED WITH AND FOR

WORKED with	CUSTOMER Eng. & EPC	CUSTOMER End user	CUSTOMER End User
			
			
			
			
			
			
			
			
			