

# YOGESHWAR P. RAUT

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## CORE COMPETENCIES



## SOFT SKILLS



## IT SKILLS

- ❖ **Operating Systems:** Windows-9X/2013
- ❖ **Others:** MS Excel, MS Word SAP-SD



## PROFILE SUMMARY

- ❖ A competent professional with **over 19 years'** experience in **Project Management and Product Selection** with international exposure in **valves, pumps and automation package.**
- ❖ **Experience in Sales & Application Engineering, Product Development & Management**
- ❖ **Expertise in creating comprehensive details** to ensure execution of projects within time & budget
- ❖ Implemented stringent systems, **quality plans to ensure high quality standards** during all the stages of project; prepared work schedule & progress **monitoring for all project activities**
- ❖ Innately wired for **strategic and tactical thinking**, skilled in formulating and executing corporate strategic plans
- ❖ Developed and **executed high-level strategies**, made high-stakes decisions and combat mission-critical business challenges
- ❖ Excellence in **driving overall operational improvements**, dedication and positively contributing to the overall organizational growth
- ❖ Unique blend of visionary leadership with **expertise to lead strategic planning** and direct multiple operations
- ❖ **Ramped up projects with competent cross-functional skills** and ensuring on time deliverables within pre-set cost parameters; strong analytical, leadership, problem-solving & organizational capabilities
- ❖ An effective communicator with **strong relationship management skills** and capability to relate to cross-functional people across multi-cultural teams and at any level of business & management
- ❖ **People Manager** with capability of **managing large teams**; drove team retention, attrition, recruitment, talent management and career growth



## CAREER TIMELINE



## WORK EXPERIENCE

### Oct'10 till date at Emerson Process Management, Pune (formerly Virgo Valves & Controls Pvt. Ltd.)

#### Asst. Manager - Project Management

##### Key Result Areas:

- ❖ Spearheading projects from quotation to cash; dealing with large, highly complex, and multi-national projects
- ❖ Directing a comprehensive Project Team on aspects including quotation, order entry, order engineering, supply chain, and plant project team and project performance
- ❖ Coordinating between all subject matter experts involved in the project; ensuring on-time delivery for products and documentation
- ❖ Delivering critical path and managing execution risk; communicating effectively for management of all stakeholders
- ❖ Developing project plan that includes schedules, milestones, procurement strategy, execution strategy, financial targets, resources, communications and considerations of risks
- ❖ Coordinating for account material costs, project site location through effective planning scheduling and management
- ❖ Working with the Close Out Team to finalize completion of the project and documentation
- ❖ Managing cross-functional project teams; administering critical path and managing execution risk
- ❖ Leading internal and external communication meetings to ensure alignment
- ❖ Heading customer post award meeting when the order is committed; driving internal Kick-Off meeting to resolve all open issues
- ❖ Ensuring alignment with the customer including dates for drawing and procedure submittals, drawing and procedure approvals, equipment inspection notifications, and "Ready for Inspection" dates
- ❖ Interfacing with the customer & contractor throughout the life of the project to provide updates, milestones, and progress
- ❖ Negotiating the initial scope of the project, change order, progress payments, terms and condition and all additions or expectations
- ❖ Minimizing exposure to penalties; implementing contract law and regulations
- ❖ Managing financial targets and metrics for the project with the help of the Project Financial Analyst

##### Highlights:

- ❖ Projects with **Bechtel, Saudi Aramco, SAIPEM, Tecnimont, Technip, FMC, Daniel, KOC, KNPC, Petrofac, SBM, CB & I, KBR, LTHE ONGC, RIL, IOCL, HPCL, BPCL, Asian Paints, Toyo, and Chiyodha**

### May'10 to Sep'10 at Kishor Pumps, Pune as Sales Manager - Industry

##### Key Result Areas:

- ❖ Managed quotations, tenders, proposals, offers to customers based on internal output & follow-up for the orders
- ❖ Provided MIS, guidance to customers on technical front & commercial front to finalize the orders
- ❖ Supported customers during order execution for customer visits
- ❖ Administered kick-off meetings, drawing approvals, communication with vendors, shipping agents & inspection agencies
- ❖ Led daily communication from factory & customers; offered pre-sales & post-sales support
- ❖ Rendered customer service for project order execution; provided assistance to team members to solve the problems

## PREVIOUS EXPERIENCE

### Jul'09 to Apr'10 at Kirloskar Brothers Limited, Pune as Associate Manager – Inside Sales - Industry

#### Oct'08 to Jul'09 at Tech Mahindra Ltd., Pune as Sr. Associate

#### Apr'05 to Oct'08 at Virgo Engineers Ltd., Pune as Sr. Application Engineer – Sales and Project Management

Projects with Bechtel, Saudi Aramco, Crane Supply, SNC-Lavalin, Solar Turbines, and Chevron. Revenue: USD 25 Million (2007-2008).

#### Jan'03 - Mar'05 at Rishi Laser Cutting Ltd., Pune as Junior Engineer-Sales

Projects with KOEL, KPCL, Atlas Copco India Ltd., Sandvik Asia Ltd., Alfa Laval India Ltd, Ingersoll Rand India Ltd. and Caterpillar India Ltd. (Canopies, Base Frames, Fuel Tank, Hydraulic Tank, Switchgear Parts & various Assemblies of Sheet Metal).

## EDUCATION

2002

**BE (Mechanical) from Government College of Engineering, Amravati (66.40%)**

## PERSONAL DETAILS

**Date of Birth:** 23<sup>rd</sup> February 1980

**Languages Known:** English, Hindi and Marathi

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