

# LOHITH ANAND SEQUEIRA PMP®

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## CAREER OBJECTIVE:

To pursue a career in the field of **Project Management / Operation Management/ Service Delivery**. The ideal position will provide a leading-edge work environment with emphasis on professional and personnel **excellence**.

## EXECUTIVE CAREER SUMMARY:

A total of 14½ years' experience of **Project and Operations management** at Indian Naval Establishments (Ship Yards, onboard Warships and Submarines) and at L&T (Electrical & Automation).

As a commissioned Naval Electrical Officer, demonstrated management ability, Project planning & scheduling, Portfolio management, new project commissioning /acquisition and experience in execution of numerous technical (electrical, controls, communications, electronic sensors and weapon systems) projects.

Proven ability to assemble and lead fast-paced, multi-disciplinary work groups that complete multiple projects on time and on budget.

## EDUCATIONAL AND PROFESSIONAL QUALIFICATIONS

- **Certificate Course in Business Management at Indian Institute of Management (IIM) Indore**, India (Oct 13 – Feb 14).
- **M. Tech** (Illumination technology) (**Gold medallist**) and Bachelor of Engineering (Electrical & Electronics), Manipal Institute of Technology, Manipal, Karnataka, India
- Marine Electrical Specialisation and Logistics Management Course
- Leadership and Behavioural Management Course, CLABS, Cochin, India
- Nuclear Biological Chemical Defence and Fire Fighting Control Course,
- **United Nations Military Contingent Officers Course (UNMCOC), USI New Delhi**

## CERTIFICATIONS

- Certified PMP, PMI, USA, #1989125
- Certified Six sigma Green Belt, IACT Global, New Delhi
- Member, The Institution of Engineers (India), Membership No (M-146562-1)

## WORK EXPERIENCE

➤ **Larsen & Toubro (Electrical & Automation), Zonal Head (Central Zone- Customer Support), Head (RMS, DRC) Nov 14 - Till date**

### **- Customer Support**

- Lead a multi diverse team of 9 Service Engineers,7 Contract staff and 17 Approved Service Centers to ensure 100% customer satisfaction and implementing quality service standards in 5 states of my zone.
- Responsible for warranty and post warranty services of the zone which is leading in terms of Panindia monthly sales.
- Data Analysis, identifying improvement areas and recommending process modifications to enhance operational efficiencies.

- Contribute positively towards achievement of KPIs of 5 branches of zone.
- Expertise in PDCA, Daily Work Management (DWM), Y-Y analysis and 8-D reports
- Conducting failure investigation analysis / RCA to identify gaps, take corrective measures so as to reduce equipment downtime & maximize plant availability.
- Expertise in Power Quality audits, Harmonic study and Active harmonic filter commissioning.
- Expertise in selection, commissioning of Low Voltage switchgear (upto 1KV) and troubleshooting of Medium Voltage systems (3.3KV to 33KV), commissioning of busbar trunking (BBT) system, type tested panels as per international (IEC) standards.
- Strategically utilising and deploying available resources in most economic ways to achieve organizational objectives while implementing plans in the conduct of service operations.
- Expertise in Retrofitting business and ensured 137% growth in FY 18-19.
- Rich and varied experience in team building, personnel management including recruitment, training, development, performance appraisals etc.
- Negotiating and amicably settling disputes thereby maintaining discipline & harmonious working environment across all employee levels.
- Continuous monitoring of service team performance, providing guidance, support and training to service team and customers.
- Responsible for appointment, training and performance monitoring of new vendors, contract staff and Service centers
- Awarded 'Best Zone for Customer Support' for the FY 15-16, FY 16-17, FY 18-19 for stellar performance and outstanding contributions.
- **Deputed to Germany along with Design team for Hannover Fair-2019**

**- Return Material Store (RMS) , Drive repair Centre (DRC) – Additional responsibility**

- Responsible for operations of *Return Material Store* and *Drive Repair Centre* of L&T EAIC Division and leading a team of 2 service engineers and 14 contract staff.
- Expertise in e-tendering and ensured revenue generation of 10Lac per quarter in RMS.
- Liaisoning with various vendors of L&T for timely receipt of warranty replacement of products.
- Ensuring timely repair of Drives, Softstarters and positive contribution towards achievement of KPI of DRC.
- Liaisoning with vendors in Korea and New Zealand for timely receipt of warranty replacement of products and spares.
- Preparation of SOPs for *Export* of material from DRC to Korea.
- Coordination of visits with Korean OEM for investigation/ RCA of defective under-warranty automation products.

➤ **Indian Navy, Manager (Operations), Jan 09 - Aug 14**

- Spearheaded Innovative projects and defect repair techniques along with micro sequential planning for manpower deployment, resource mobilization to meet operational requirements of submarines.
- Formulation of test plans, acceptance criteria and test methodologies for acceptance of equipments.
- Project coordinator for planning, implementation of refit activities and submarine upgrades.
- Played a critical role in Supply Chain Management and indigenization of Electrical, Electronic and Weapon spares.

- Installation and commissioning of indigenous (**first of its kind**) Sonar USHUS simulator at Naval Dockyard worth Rupees 1.5 Crores.
- Establishment of Annual Maintenance Contract and Rate Repair Contract for testing and calibration facility worth Rupees 1.0 Crores annually.
- Responsible for Submarine inventory control and optimization of inventory for fleet of submarines.
- Expertise in training Ships crew on various equipments.

➤ **Indian Navy, Electrical Manager (Technical), Aug 04- Dec 08**

- As HoD was Operational and administrative control authority for all electrical and weapon aspects onboard submarine.
- Lead a multi diverse team of 60 skilled sailors in carrying out PPM and corrective maintenance of Electrical, Electronics and control systems.
- Expertise in Fault diagnosis, analyze test results, upkeep and maintenance of Electric, Electronics, Sensors, Control and Weapon system.
- Excellent knowledge in Firefighting systems, maintenance of Switchboard, Batteries, Motors, Auto changeovers, Starters, Fire control systems, Radars, Guns.
- Ensured operational availability of all systems and equipments in compliance with SOPs.
- Technical Planning, design modification during execution and trials of indigenisation projects of strategic and national importance for Electrical and Control systems.
- Exposure to technical and training acquaintance with foreign navies as member of the overseas deployment team.

➤ **Philips India Ltd, Chennai (Tamilnadu), Project Trainee, Aug 03 – Mar 04**

As a part of my Project under the title “*Lighting Energy Conservation in Public Utilities and Big Industries in the State of Andhra Pradesh*” conducted Lighting Survey as well as suggested Energy Efficient lighting schemes in HPCL, Visakha Refinery, Andhra Pradesh, India. During this period, I was exposed to all types of general lighting, interacted with lighting consultants/energy auditors and lighting designers.

**ASPIRATIONS:**

- Project Management, Operations Management, Service Delivery, Technical Management

**PERSONAL SUMMARY**

- Profile : Male, 38, Married (DOB- 20 Feb 1981)
- Nationality : Indian
- Current Location : Hyderabad
- Preferred Location : Pan India and Abroad
- Passport : L2471223
- Place of issue : Mumbai
- Present Address : PlotNo-1, Radhika Colony, West Marredpally, Hyderabad, Telangana, India - 500026

**OTHER DETAILS**

- **Languages** - English, Hindi, Kannada, Konkani, Elementary knowledge of French
- **Hobbies** - Philately, Sports (Badminton, Volleyball), Swimming, Listening Music

**REFERENCES**

- Will be provided on request