

# NALINI RANJAN SWAIN

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**Offering over 16 years + of rich experience in dealing with clients from Telecommunication & Manufacturing sector; entailing:**

**Telecom Infra Project Management  
Network Operation Management  
Resource Management**

**Telecom Infra Quality/Planning  
Client Management  
Strategic Planning & Execution**

**Tower Site Operation  
Partner Management  
Budget Control**

- 16 + Years industry experience in Telecom Project Planning, Operation, Project Delivery, Stake Holder Management, Budget Control, People Management in Telecom Passive Infra and Manufacturing Units.
- I am a trusted Professional who leads by demonstrating strong tactical, innovative, and personable leadership skills in multiple roles across the company
- Key Skills includes Planning of Telecom Projects, Client Facing Project Management, Project Planning & Execution, Risk Assessment and mitigation, Team Leadership, Resource Management
- Conducted business process analysis and identified critical issues and gaps for an established organizational process
- Proficient in facilitating Process Reviews / Audits /Reporting / Documentation for ensuring strict adherence to pre-defined SLAs, compliances & guidelines

## Projects Delivered to Client

Client	Project Delivered	Ongoing Project
Airtel	2G,3G, 4G, TD, TD WIN BEAM, FIBER	5G
Jio	4G, FIBER, GSM SWAP	5G, Air Fiber
VIL	2G,3G,4G	New Sharing



## CAREER

May'08  
Dec'09

JAY-USHIN LTD

Jan-10  
Sep-11

BRG IRON &  
STEEL PVT LTD

SEP'11  
Oct'20



Since  
Nov'20



## EDUCATION

2014: MBA (Marketing), PTU, Punjab

2007: B.Tech. Electrical Engineering,  
BPUT, Odisha

Telecom Infra Responsibility	Best Achievements	Time Line
Telecom Infra Quality	500+ NB, EB, UPG AT FTRs and Best Audited Sites	30 Days
New Tower Site Electrification	850 Site TC-PC Electrification	AOP 23-24
Customer Facing Project Manager	Delivered 14300+ Upgrade RFAI to Airtel (Highest Ever in an AOP for Odisha)	AOP 21-22
Planning Manager	Provided 2000+ ZERO COST Upgrade RFAI which provided a capex saving of 10Mn	AOP 23-24

## WORK EXPERIENCE-1 ( Continuing since Sep-2011)

Since Sep'2011 to till date @ Indus Towers Limited

### **Roles: Planning Manager// Project Manager//New EB Project Coordinator // Circle Quality Engineer**

- Recently as a team, We have delivered 1650+ Telecom Towers RFI for Airtel in AOP-23-24 month which is a milestone.
- Working with global Telecom Leaders Such as Airtel, Jio and Vodaidea to support development of a fully integrated strategy in Project Planning, Execution and delivery by leading entire category of Project and implementation for Passive Infra of New Built Sites & Upgradation of 7500+ Towers of entire Odisha Circle Indus Towers.
- New Product Implementation at Circle like Zero Boq/Zero Cost RFI for Upgrade Sites, AUTO Boq for both NB & Upg Sites.
- Responsible for leading Cost Optimization Projects in direct coordination with Clients which includes Requirement analysis, Planning, technical Implementation discussion along with risk mitigation strategies focusing on tower loading reduction.
- Responsible for Technical analysis of RFIs in Pipeline and prove RCA for any Project delays along with SLA improvement plan.
- Active involvement in Pre sales for new SRs from Customer and providing new Power solution for energy reduction.
- Closely worked with 100+ Vendor Representatives for delivery of RFI.
- AOP budget control analysis and cost reduction Strategy preparation & Execution.
- As EB Project Coordinator Delivered 400 TC-PC, Negotiation with state Government authorities for various approvals, Vendor Control, EB Boq provision, EB Work Execution.
- Responsible for maintaining healthy audit posture across multiple work streams.
- As Circle Quality Executive, done various Technical Audits and responsible for providing PP Reduction by preparing & Providing SOW for various ongoing projects.
- Technical Feasibility Check Pre Project-Execution. Boq Provision to partners. PR Creation, PR Amendment after work Completion.

## WORK EXPERIENCE -2

From Jan 2010 to Sep-2011 @ BRG Iron & Steel Pvt. Ltd.(BRG Group)

### **Role: Engineer (Project & Maintenance)**

- Handling Project and Maintenance of SMS and 220/33 KV SS.
- Energy Report generation and validation for Entire Plant.
- Shift In charge of SMS, ensuring Breakdown Maintenance Support of Machineries and equipment with my team of 01 GET and 02 DETs with 15 Technicians.
- Vendor Invoice validation.

## WORK EXPERIENCE -3

From May 2008 to Dec-2009 @ Jay Ushin Limited (JPM Group)

### **Role: Engineer (Quality)**

- Handling Quality testing of Automotive Components of Global Vehicle leaders such as Maruti Suzuki, Honda Cars and Hyundai Motors.
- Weekly, Monthly, Quarterly testing and Quality Report generation and approval from Clients.
- Preparation of new testing rigs for testing of New Product Developments

## ACADEMIC DETAILS

### **B.Tech & MBA**

- Completed MBA in Marketing (Correspondence) in the year 2015 from Punjab Technical University.
- Completed B.Tech. In Electrical Engineering from Biju Pattnaik University of Technology, Odisha in the year 2007.
- Completed +2 Science in 2003.
- Completed 10<sup>th</sup> Schooling in 2001.

## Achievements

Current Achievements @ Indus Tower Limited

- Won the Achiever Award 02 Times in 20-21 & 23-24 for my valuable contribution to Business and Customer handling.
- Won Awards for splendid work for Network Restoration Post Severe Cyclones like Yass, Fony, Hudhud, Phyllin.
- Won the Spot Light Award for Energy Reduction in Oct-17 and Mar-19

## PERSONAL DETAILS

Martial Status: Married | Date of Birth: June 3, 1986 | Languages Known: English, Hindi & Odia | From : Cuttack, Odisha

**Thank you for your time**