

Shashanka Sheshadri
Deputy General Manager

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Synopsis & Skills

An accomplished professional with cumulative experience of **21+ years** in Program Management, Supply Chain & Sales with very strong Business Management; Contract Management; Managing multi-million-dollar projects; coordinating workforce team of 100+ (Managers, engineers & subcontractors); identifying new business opportunities; maintaining client SATS in various verticals and diversified solutions.

- o Lean 6 Sigma Yellow Belt Certified
- o Risk & Opportunity Mgmt.
- o Contract Negotiation
- o Leadership & People Mgmt.
- o Business Partnering/Development
- o Supply Chain Mgmt.
- o Stake Holder Mgmt.
- o Financial & Cost Mgmt.
- o Agile

Work Experience

April 2019 - Present - **Yokogawa India Limited**
Deputy General Manager

- Responsible for end to end project execution for diverse Industry types.
- Leading Bid / proposal for Technical solution, Estimate optimization, risks mitigations, customer interactions for technical / commercial queries.
- Focusing on growing and developing existing clients together with generating new business.
- Act as key interface between the customer and all relevant divisions/stake holders (cross functional co-ordination).
- Ensure timely and successful delivery of solutions according to customer needs and objectives through Agile methodology.
- Project budgeting and involved in hiring and evaluating company personnel.
- Regular Project Audits for ensuring compliance to QMS.
- Program Management (with effective Risk Management and strict Change Management)
- Monthly ST/STGP Deviation Management (budget, forecast, result)
- Monthly Cost KPI Deviation Management (to meet ENG-BU cost index)
- Department General Expense Management.
- Compliance to Company Workflows (applicable to ENG-BU and cross-functional team) and Policies and enforcement of the same among the department staff.
- Encourage and ensure active Knowledge Management and Lessons Learned submission by the team.
- Leading & Mentoring a team of 30 direct reports and 50+ dotted line reports (Training/career development etc..)

Feb 2006 - Mar 2019 - **ABB India Ltd.**
Program Manager - Group Head

- Responsible for the complete site execution for all Oil and Gas sites in India
- Risk Management and mitigation with respect to Project completion through Agile methodology.
- Responsible for P&L Account for ONGC i.e. Bidding to closing of project
- 30 % Service Sale Increase Y-O-Y for ONGC Account
- Experience of PSU Tender Process, Terms & Conditions, Taxes and Duties
- Focusing on growing and developing existing clients together with generating new business.
- Stake holder management (Act as key interface between the customer and all relevant divisions.
- Ensure timely and successful delivery of solutions according to customer needs and objectives.
- Responsible for the development and achieving of sales through direct sales channel.
- Weekly and monthly progress/status reports to client and management with respect to progress, resources, and commercial subjects.
- Identify and oversee internal and external factors that directly conflict with the overall milestones
- Monitoring and managing all integration and interface issues related to the timely resolution during the Agile phases of project.

May 2003 – Robert Bosch India Ltd
Feb 2006 Associate

- Handling production of ECU's (Electronic Control Unit) with end of line testing.
- Involved in TS 16949 Certification.
- Maintenance and calibration of instruments.
- Material and Quality management.
- Handling of CCS Tester (Common Core System)
- Handling of stores through SAP (Creation of BOM, Project Systems, Invoicing)
- Fault Analysis of ECU

Jun 2001 - Glaxo Smith-Kline
Oct 2002 Process Associate

- Commissioning of plant.
- Maintenance of Refrigeration Unit 463 TR x 3 Nos.
- Maintenance of drives and motors.
- Maintenance and calibration of instruments (Flow meter, conductivity meter, air mass flow meter, ph-meter, bulk density meter, etc.)
- Maintenance of steam line of pressure 25 bar, 10 bar, 3 bar.
- Handling of water treatment plant (Generation of food grade, boiler grade and sealing water)

PROJECTS LEAD

\$25 M : Terminal Automation, Refinery (LPG, White Oil, Black Oil) : IOCL, HPCL, BPCL
\$23 M : Electrical & Instrumentation : IOCL, Petronet LNG Ltd.
\$18 M : Electrical : Cairn MPT, Cairn RDG, OPAL Dahej
\$15 M : E – BOP : Numaligarh Refinery, Cairn
\$73 M : Automation & Instrumentation : Essar Oil, Oil India, BPCL, HPCL, Grasim, India Cements, IFFCO, HMEL, Dhampur Sugars, CPCL, Air Liquid, Dholera Smart City, BCPL, Adani, BORL, GAIL, HEL, DIL, Praj Industries (Distilleries)
\$17 M : RTU (Satellite Communication, Instrumentation) : Essar Oil, Oil India, BPCL
\$35 M : Thermal Power Plant : NTPC, SJVN, MPPGCL L&T, BSPC
\$22 M : International Projects for Nigeria, Indonesia and Middle East
\$10 M : Smart City Projects, Water Resource Department (Canal Automation, Dam Control Automation)

EDUCATION

MBA, ADT University
BBM, ADT University
Certified Project Manager, ABB India Ltd
PMA, George Washington University
PPAC, George Washington University
Apprenticeship (Electronics & Communication), MICO

SOFTWARE

ProMIS – Super User (SAP based tool for Project Monitoring)
Salesforce – Integrated CRM
SAP – Super User (Project Systems & Material Management)
MS Projects/ Primavera – Project Scheduling