

SOHAM DUTTA

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Senior Manager with 11+ years of experience in Project Management of complex substation renovation and modernization projects. A well rounded professional capable of winning deals and managing multiple contracts independently through strong organizational skills and analytical abilities. Ability to develop good relations with the stakeholders of the project thereby delivering projects within specifications and budget restrictions.

PROFESSIONAL EXPERIENCE:

1. October 2019 – Present, Lead Sales Specialist 1 – Proposals, GE T&D India Limited.
 2. April 2015 – October 2019, Lead Project Leadership Specialist, GE T&D India Limited (formerly Alstom T&D India Limited).
 3. April 2012 – March 2015, Asst Manager – Projects, Alstom T&D India Limited.
 4. June 2009 – March 2012, Engineer – Projects, Areva T&D India Limited.
 5. June 2008 – June 2009, Graduate Engineer Trainee, Areva T&D India Limited.
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ACHIEVEMENTS:

- Commissioned Renovation/ Modernization/ Extension (RME) projects of 11 nos Air Insulated Substations and 3 nos Gas Insulated Substation.
 - Successful commercial closure of all projects executed till date.
 - Margin improvement of more than 2% in total basket of projects closed till date.
 - Received Appreciation Letters from customers in M/s WBSETCL for successful execution and closure of projects.
 - Recruitment and development of team to cater to RME projects in Eastern India.
 - Recognized as a team member for proposing and implementing global cost out initiative for the Service Business Unit.
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PRESENT RESPONSIBILITIES:

Sales Manager responsible for Tendering Commercial activities of Turnkey substation projects in Eastern and Southern India. Responsibilities include:

- Providing full proposal leadership from initial inquiry to deal closure and handover to OTR (Order to Revenue / Execution team) team.
- Leading deal structuring, pricing and all other proposal development activities in close coordination with internal stakeholders to ensure timely completion of the technical and commercial aspects of the proposal.
- Interfacing with all functions such as Sales, Engineering, Sourcing, Legal, Finance and OTR to enhance commercial solutions.
- Performing initial risk evaluation, determine feasibility and bid compliance concerns.
- Working as a key member of the region Inquiry To Order (“ITO”) team in supporting the region to achieve its commitments, orders, sales, cash, operating profit targets.

- Reviewing, responding, and negotiating terms & conditions with customer directly to generate the final proposal with approved deviations/language as required.
- Supporting the frontline sales team in deal negotiation and closure.
- Assisting execution team in preparation and negotiation of claims/change orders.
- Supporting execution team to review, respond and negotiate subcontract agreement.
- Maintaining knowledge of market intelligence, customer requirements and competitor movements.

PREVIOUS RESPONSIBILITIES:

Project Manager responsible for Renovation/ Modernization/ Extension projects in Service Unit of GE T&D India Limited. Responsibilities include-

- Single Point Contact for customers for all matters relating to the execution of the project.
- Preparation of Project Plan and monitoring the same to achieve timely delivery of the project as per the schedule.
- Maintaining or improving the budgeted margins of the projects.
- Performing regular risk assessment and taking necessary actions to eliminate/mitigate the risk.
- Contract Management for identification and realization of extra claim and prevention against penalties/ liabilities.
- Reporting to the management accurate and clear information for all financial, technical, and contractual issues.
- Monitoring project budget and forecasting cost of closure. Resolution of all commercial issues with vendors and client.
- Design Preparation of layout drawings and review of vendor drawings. Coordinating with customer for drawing approval.
- Coordination with vendors to ensure timely delivery.
- Monitoring the project progress at site and extending support to site team in resolution of issues.
- Ensuring compliance to Quality and EHS parameters at site.
- Recruitment and development of execution team.
- Support Sales and Tendering team during estimation stage by visiting site, attending pre-bid meeting and by providing cost inputs to tendering team, preparing scope matrix, defining deliverables/ bill of material and carrying out risk identification.

Contract Manager responsible for all projects of Service Unit. Responsibilities include-

- Supporting and providing guidance to project teams on all contract issues.
- Reviewing and guiding project teams in responding to contractual notifications from customers and sub-contractors.
- Preserving organization's rights and entitlement as provided in the contract but not limited to, time and cost compensation.
- Preparing and negotiating/ settling claims and change orders to/from customers, partners and sub-contractors.
- Support Sales and Tendering team in review of the contractual terms of the tenders, identifying area of concerns and obtaining clarification/confirmation from customers to address the same.

PROJECTS COMPETED:

- Construction of 132/33kV receiving substations for M/s Inox Air Products for their plants at Sipcot (Tamil Nadu), Chakan (Maharashtra) and Barjora (West Bengal).
- Construction of 400kV, 125 MVAR Switchable Bus Reactor Bay at Arambag 400kV Substation for M/s WBSETCL.

- Capacity Expansion of New Haldia 220/132/33 kV Sub-Station of M/s WBSETCL through addition of 160 MVA, 220/132kV Transformers along with modification of 132kV line bay into transformer bay and addition of 3 nos. 132kv line bays.
- Capacity expansion of Alipurduar 132/33KV S/S. of M/s WBSETCL through addition of 2 nos 31.5 MVA 132/33KV Transformers with associated bays and construction of 33kV substation.
- Construction of 132kV Prantik Traction Substation and addition of 132kV bays at Bolpur 132kV s/s of M/s WBSETCL.
- Renovation and Modernization project for existing Balance of Plant and Substation of Unit#5 of BTPS, WBPDC.
- Modernization of existing 220/132kV Howrah substation of M/s WBSETCL through implementation of busbar differential protection for 132kV system and renovation of existing substation.
- Retrofit of 220kV bay equipments in Hyundai India Limited.
- Extension of 245kV GIS bay and associated works at Chamera III Power Station of NHPC on behalf of LANCO Infratech.
- Extension of 400kV GIS bay and associated works at Chamera II Power Station of NHPC.
- Design, Engineering, Manufacturing, Transportation, Installation, Testing and Commissioning of one number 132/33kV substation at TATA STEEL, Jamshedpur.
- Retrofitting of 9 nos 145kV Circuit Breakers at DTPS, DVC, Durgapur.

EDUCATIONAL QUALIFICATION:

Examination Passed	Year of Passing	Board/ University	Institution	%Marks/ Grade
Bachelor of Technology in Electrical Engineering	2008	West Bengal University of Technology.	St. Thomas' College of Engineering & Technology.	8.39
Indian School Certificate.	2004	Council for the Indian School Certificate Examinations.	Don Bosco School, Kolkata, India.	85
Indian Certificate of Secondary Education.	2002			90.6

CERTIFICATIONS OBTAINED:

1. "Integrated Management (QMS/EMS/OHSAS) System Internal Auditor Training Course" by Bureau Veritas.
2. "Managing Projects" by The George Washington University
3. "Risk Management" by The George Washington University

TECHNICAL SKILL SUMMARY:

Software known: MS Office, MS Project, AutoCAD, SAP, Salesforce

PERSONAL INFORMATION:

Date of Birth: March 3, 1986
 Nationality: Indian
 Languages known: English, Bengali, Hindi
 Hobbies: Playing cricket and football, reading