



Varun Pachisia, PMP®

Operations | Contracts | Projects |
Business Development

INDUSTRIAL EXPERIENCE HORIZON:

Design & Engineering | Consultancy |
Manufacturing | Services | Supply Chain

PROFILE:

An astute & clairvoyant professional with international experience in spearheading initiatives for Design-Consulting offices, Service Industries & Manufacturing Plants, having specialized proficiency in Contracts Management, PMO Administration, Techno Commercial Operations, Strategic Planning & Risk Assessment and managing / building Business Relations.

Firmly grounded amidst rising expectations, having accomplished & exceeded corporate objectives through fourteen (14) years' experience; driven by fervent work ethics and a genuine desire for self-improvement.

Being engaged in multi-national, diverse culture & multi-discipline environment of highly reputed companies; leading differently & distinctly experienced professionals, have enhanced virtues like resilience, adaptability and team work.

REACHABLE AT:

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CORE SKILLS

- Program Management
- Risk Analysis
- Contract Management
- Tactical/Strategic Planning
- Claims Assessment
- Change Management
- Stakeholder Management
- Project Auditing
- Negotiations
- Key Account Management
- Operations Management
- Process/Functions Integration
- Procurement
- Quality Assurance
- Resource Management
- Production Deployment
- Informed Decision Making
- Content (Creative) Writing
- Public Speaking
- Mentoring

EMPLOYMENT HISTORY

CONTRACTS & COMMERCIAL MANAGER GULF INDUSTRIAL SYSTEMS CO. (GISCO)



MAY 2016 TO DATE

Subsidiary to Pan Gulf Holding, a renowned business leader in the Middle East industrial sector, undertaking EPC turnkey Contracts with in house capability to design, source, fabricate, install, commission & service

Roles & Responsibilities

- Implementing contract requirements and interpreting contract terms, per FIDIC guidelines.
- Interfacing and Integrating with Corporate Legal and Financial teams as the Techno-Commercial Counsel of the Business unit.
- Providing direction & consultation on contractual matters across the company verticals.
- Interfacing with Sales and Projects teams for balancing the pre and post order requisites and agreements.
- Keeping a check on contracts through its execution phase; leading facilitation of amendments / cancellation / extensions / claims and ensure completion archives.
- Performing Risk Assessment through the Projects and Business in general, with ownership of the Risk register and response strategies.
- Formalizing required paperwork for collaboration with vendors, partners, consortiums like MoU, NDA, Privacy Statements, Declarations, Distributor Agreement, Sub-Contracts, Terms of Purchase etc.
- Extending specialized assistance to project managers for the resolution of difficult and complex project problems & ambiguities.
- Generate and maintain record of all official communications viz. Formal Letters, Strategic emails, Memos and notices for Projects.
- Management leadership to develop, recommend & oversee the customization of project control systems for specific project requirements.
- Managing team to analyze, evaluate and forecast project costs, schedule of projects, prepare budgets & cost reports, optimize resource utilization, implement cost control procedures, liaise for Claims through efficient Change Management
- Establish/Update operating policies through Business functions for effective management & to mitigate risks
- Manage Procurement to enable effective Contract administration, Cost control & improvement and build Vendor relations.
- Management Representative for finalizing negotiations with clients and vendors for Business sustainability and growth.
- Planning, contributing and overseeing the media representations, official reports and business presentations.

ACHIEVEMENTS

GISCO

- Mitigated litigation risks worth SR 1.5M in 2018 by effective contract interpretation and negotiations thus.
- Negotiated imposed LDs on the company in 2018 to reduce by 35% of claimed sum
- Improved Cost of Procurement by 2.7% (2018)
- Facilitated Risk Response Strategy in SCM by addition of 18 new International and 80 new local vendors through 2018.
- Overturned cumulative claims/back charges of approx. SR 10 M in 2017, by virtue of incisive contract administration.
- Initiated & mentored the use of ERP in streamlining Organization's Control Protocols, thereby facilitating cost monitoring in real time basis and backlog phasing through integrated control.

PGV

- Successfully Completed Construction of a Green Field Valve Manufacturing Facility.
- Enabled Management System Set Up, Recruitments, Certification & Accreditations (ISO 9001, API 6D) for the Startup Plant to function efficiently and seamlessly.
- Established Vendor Management System, including Vendor Evaluation and Ratings Protocols – helping identify critical and non-critical vendors.
- Developed Costing chart to enable Sales & Marketing activities to commence.
- Formalized Terms & Conditions for various Supply Chain requirements

FPI

- Executed a Single Project worth \$100M for the biggest single-phase Petrochemical Plant in the world; on budget & schedule 2011-14.
- Influenced Company Turnover positively by 64% in 2012; 24% in 2013 through organized Project Management.
- Inflicted a 5% increase in Revenue vs Booking ratio by channelizing Integration Management in execution.
- Strategically managed a low margin project in KSA in 2011-12, enabled increased profit margin by 27%.
- Successfully executed a \$12M project in Bahrain in 2010, avoiding \$110K in potential LD through effective change management.
- Awarded "Outstanding Performer" in 2009; acknowledged as group highflyer in 2010; selected by Group President for hierarchical leadership endorsement.

EMPLOYMENT HISTORY

OPERATIONS MANAGER

PAN GULF VALVES (PGV)



JUN 2014 TO MAY 2016

Subsidiary to Pan Gulf Holding, a renowned & flourishing business in the Middle East industrial sector that manufactures engineered products

Roles & Responsibilities

- Achieve operational objectives by recommending and contributing to strategic plans; preparing and completing action plans; implementing production deployment, enhance productivity, maintain quality assurance, and customer-service standards; creatively resolving problems; identifying trends; implementing changes
- Define project scope, including setting performance targets, project management and execution plans, cost estimates & control measures, develop & implement Quality Control measures; facilitate the business development process by managing multi-disciplinary teams and mitigating risks
- As a Techno-Commercial interface, meeting financial objectives by forecasting requirements; preparing annual budgets; scheduling expenditures; analyzing variances; initiating corrective actions.
- Manage Supply Chain for the Organization; ensure close liaison with Sales, Engineering & Marketing for Lean Manufacturing Inventory management
- Motivate teams with short & long-term goals; continuously seek opportunities to mentor for maximizing productivity

EPC PROJECTS MANAGER

FUTURE PIPE INDUSTRIES (FPI)



NOV 2008 TO MAY 2014

An MNC undertaking Pipeline Projects for design, consultancy, manufacturing and installation; specialized in FRP

Roles & Responsibilities

- Oversee contract, program management, leading team of 8 project managers/engineers handling 28 diverse projects.
- Define project scope, clarify technical and assign project objectives.
- Analyze and strategize cost vis-a-vis project profits.
- Conduct risk analysis through PPR, GD and Issue Log techniques
- Integrate multi-disciplinary management with group companies, vendors and clients.
- Supervise CRM.
- Encourage employee engagement/development

ASST. MANAGER – PROJECTS & PROJECT CONTROLS

ESSAR ENGINEERING SERVICES LTD. (EESL) DEC 2006 TO OCT 2008



Part of The Essar Group, an EPC Company offering design consultation services, procurement, contract & construction management services for O&G, Petrochemical Refineries, Power Plants etc.

Roles & Responsibilities

- Undertook project planning using Primavera P6 and control via S-Curve
- Coordinated deliverables in multi-disciplinary environment.
- Involved in vendor analysis, procurement process coordination and order execution.
- Participated in HAZOP studies, model reviews.
- Determined communication, responsibility matrix, WBS, and organizational project architecture.
- Lead document control team in project archiving

ACHIEVEMENTS

EESL

- Project System set up for MIS Reporting using ERP (SAP-PS)
- Part of torch bearing team at company inception & instrumental in setting up document numbering system along with Document Control Team.

GHHL

- Reduced overall cost by 5% with minimized spare parts consumption and improved routine maintenance module.
- Developed executive reporting for inventory management to highlight long lead items, aging and risk to stock value.

LANGUAGES

- Mother Tongue is Hindi.
- Fluent in English.
- Work efficient in Gujarati

PERSONAL INFORMATION

- Marital Status - Married.
- Nationality - Indian.
- Driving License – India (RHD), KSA (LHD)

EMPLOYMENT HISTORY

PLANNING ENGINEER



GULF HAULAGE HEAVY LIFT (GHHL)

AUG 2005 TO OCT 2006

A Construction service company, specializing in heavy lift construction and heavy cargo transportation

Roles & Responsibilities

- Prepared Project and Resource plans using MS Project
- Designed Technical lift plans (crane) using CRANIMAX & AutoCAD
- Catered to tenders technically and prepared submissions
- Managed Stores and Inventory
- Mechanical Maintenance of Equipment & Machinery

PROFESSIONAL MEMBERSHIP

- Member of Saudi Council of Engineers (#55116)
- Member of Project Management Institute, USA (#1820563)

EDUCATION

- Bachelors of Engineering (Mechatronics), S.P.University, India

CERTIFICATIONS & TRAININGS

- Project Management – PMI, USA
- Risk Management – Network Gate
- Leadership Training Seminar – Bell Leadership Institute, USA
- Fiberglass Pipe System Design – ENOIA, Greece

PROJECT REFERENCES

PROJECT	END USER / CONTRACTOR	LOCATION
EOL VADINAR REINFERY	ESSAR OIL LTD / EESL	INDIA
MANZANILLO LNG TERMINAL	SAMSUNG	MEXICO
AL DUR IWPP PROJECT	AL DUR / HHI, DEGREMONT	BAHRAIN
PERTAMINA GAS PLANT	PERTAMINA	INDONESIA
SATORP	S.ARAMCO / SAMSUNG	KSA
KEMYA	SABIC / S.A.KENTZ	KSA
MA'ADEN PHOSPHATE	MAADEN / HANWHA	KSA
MANIFA GAS PLANT	S.ARAMCO / JGC	KSA
MA'ADEN ALUMINIUM	MAADEN / FLUOR, SECL	KSA
SADARA PETROCHEMICAL	SADARA / FWEL,DAELIM,TR	KSA
VALVE MFG PLANT	PGV	KSA
SEC 13.2 Kv SUB STATION	SEC / TAJ, AL FANAR, L&T	KSA
ALADIN PET COMPOUND	NATPET / GRP	KSA
SWCC HALON REPLACEMENT	SWCC	KSA
FARABI PETROCHEMICAL	FARABI / L&T	KSA