

# M.SANJEEVULU

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## PROFESSIONAL SNAPSHOT

- Solutions focused Meticulous and result M.Tech (**Mechanical**) professional offering **10years** of successful career distinguished by commended performance and proven results.
  - Acquire the BOQ / Material Requisition from design & Engineering, formulate procurement plan and prioritize the material required according to the priority
  - Executing cost saving techniques/ measures and modifications to achieve substantial reduction in expenditures and work within the budget.
  - Monitor the site progress on a daily basis and arranging the material as per the schedule
  - Excellent interpersonal, communication and organizational skills with proven abilities in team management and planning.
  - Adept in developing a framework of quality standards, procedures & systems; provided support in problem & defect analysis in production quality related issues.
- **Design & Engineering**
  - **Planning & Analysis**
  - **Implementation of standards**
  - **Purchasing of MMS**
  - **Quality control**
  - **Vendor Management**

## EMPLOYMENT CHRONICLE

Role	Organization	Duration
Dy. Manager EPC	Waaree Energies Ltd, Hyderabad.	May '15 - Present
Engineer- QC/ Production	Nuevosol Energy Pvt Ltd, Hyderabad.	Oct '12 – Apr '15
Site Engineer	Rotodyne Engineering Service Pvt Ltd.	Jul '10 - Aug '12

### Key Deliverables:

- Implementation of IMS for ISO 9001: 2015- monitoring the performance of Quality System as a whole.
- Key role in identifying potential vendors and issuing Enquiries to them.
- Obtain the quotes from the approved vendors within stipulated time.
- Involved in the procurement/ planning for schedules of entire material for the project like Solar Module Mounting Structure.
- Oversee and keep track on vendors with focus on ensuring time delivery and track the same against agreed program
- Formulate GRN's, process vendor payments and contract closure, closure documentation and handover to client
- Formulate costing and rate analysis for all new works and perform market survey and updates on regular basis.
- Design team for any technical clarifications, if required.
- Formulate Comparisons; negotiate contracts with an optimum mix of price and quality.
- Negotiate contract terms, payment schedule, ensuring that the agreements with the vendors / suppliers are commercially advantageous.
- Coordinate Final Inspection, Pre-Dispatch Inspection (PDI) and monitor the required testing's of Solar PV Module Mounting Structures (MMS) and tests made pas the standards; IS-1608 (Tensile Test), IS-8811 (Spectrometric Analysis) and IS-2629 (Hot Dip Galvanization).

### Purchasing Roles

- Supplier Evaluation
- Interviewing Vendors
- Visiting supplier plants & Distribution centres
- Negotiations of various contracts
- Monitoring & Controlling of Suppliers
- Maintaining & reviewing records of bought material

**Process Quality Assurance:**

- Implementing quality tools to ensure quality control by preparing Quality Assurance Plan (QAP) submission schedule to meet project schedule.
- Looking after overall daily quality activities & coordinating and maintaining quality records & shift reports as per quality plan on a daily basis.
- Developing quality plans and ensuring quality assurance for new products/equipment in manufacturing by inspection control in various stages, process control as per standard specified by client.
- Prepared for CAR for any Quality related issues at Supplier's side.
- Ensuring Zero Customer Complaints & ensuring that required corrective actions are in place.

**Noteworthy Highlights:**

- Successfully handled all the imports & Exports for 38 projects alone
- Completed Grip on ISO procedures. Implementation the Quality Control process & procurement is strictly as per ISO manual

**Projects & Clients Handled: contract value.**

<ul style="list-style-type: none"> <li>• Project Name: Waare-10MWp Solar Plant at Pondicherry. Clint: Waaree Energies Ltd</li> </ul>	<ul style="list-style-type: none"> <li>• Project Name: Song Giang Solar Power 65 MWp at Vietnam. Clint: Song Solar Power Stock &amp; Company at Vietnam</li> </ul>
<ul style="list-style-type: none"> <li>• Project Name: Pan India Infra Projects Ltd 56MWp Solar Plant at Kesigna in Odisha. Clint: Essel Solar Energy Ltd.</li> </ul>	<ul style="list-style-type: none"> <li>• Project Name: RENEW 29.2 MWp Single Axis Tracking System Solar Plant at TS. Clint: RENEW POWER.</li> </ul>
<ul style="list-style-type: none"> <li>• Project Name: RENEW 23.2 MWp Single Axis Tracking System Solar Plant at KA. Clint: RENEW POWER</li> </ul>	<ul style="list-style-type: none"> <li>• Project Name: Acme Cleantech 18.2 MW, Balanagar in TS. Clint: ACME CLEANTECH SOLUTIONS LTD.</li> </ul>
<ul style="list-style-type: none"> <li>• Project Name: Acme Cleantech 20.2 MW, Maddur in TS. Clint: ACME CLEANTECH SOLUTIONS LTD</li> </ul>	<ul style="list-style-type: none"> <li>• Project Name: Waaneep 27.2 MWp Solar Plant at AP. Clint: WAAREE ENERGIES PVT LTD.</li> </ul>
<ul style="list-style-type: none"> <li>• Project Name: ROHA 27.5MWp Solar Plant at Badhla, RJ. Clint: ROHA DYECHEM PVT LTD.</li> </ul>	<ul style="list-style-type: none"> <li>• Project Name: Torrent Power 51MWp Solar Plant at GJ. Clint: JUWI RENEWABLES INDIA PVT LTD.</li> </ul>
<ul style="list-style-type: none"> <li>• Project Name: Torrent Power 51MWp Solar Plant at GJ. Clint: JUWI RENEWABLES INDIA PVT LTD.</li> </ul>	<ul style="list-style-type: none"> <li>• Project Name: IL &amp; FS Energy 48MWp Solar Plant at MP. Clint: VIKRAM SOLAR PVT LTD.</li> </ul>
<ul style="list-style-type: none"> <li>• Project Name: Waaneep 22 MWp Solar Plant at MP. Clint: WAAREE ENERGIES PVT LTD.</li> </ul>	<ul style="list-style-type: none"> <li>• Project Name: Clean 32 MWp Solar Plant at MP. Clint: STERLING &amp; WILSON PVT LTD.</li> </ul>
<ul style="list-style-type: none"> <li>• Project Name: Azure Energy 34MWp Solar Plant at Punjab. Clint: AZURE URJA PVT LTD.</li> </ul>	<ul style="list-style-type: none"> <li>• Project Name: NTPC / Tata power solar 50MWp Solar Plant at Rajgarh in MP. Clint : TATA POWER SOLAR SYSTEMS LTD</li> </ul>
<ul style="list-style-type: none"> <li>• Project Name: Chemtrols solar 10MWp Solar Plant at Tiruchy in TN. Clint: CHEMTROLS SOLAR PVT LTD.</li> </ul>	<ul style="list-style-type: none"> <li>• Project Name: Emmvee Energy 2MWp &amp; 1MWp Solar Plant at Bibinagar&amp; Cochin. Clint: EMMVEE PHOTOVOLTAIC POWER PVT LTD.</li> </ul>
<ul style="list-style-type: none"> <li>• Project Name: Emmvee Energy 19.4MWp Solar Plant at Hindhupur in AP. Clint: EMMVEE PHOTOVOLTAIC POWER PVT LTD.</li> </ul>	<ul style="list-style-type: none"> <li>• Project Name: Refex Energy 11.35MWp Solar Plant Rajasthan. Clint: REFEX ENERGY INDIA PVT LTD.</li> </ul>
<ul style="list-style-type: none"> <li>• Project Name: Juwi Renewable 24MWp Solar Plant at Rajasthan. Clint: JUWI RENEWABLES INDIA PVT LTD.</li> </ul>	<ul style="list-style-type: none"> <li>• Project Name: RWPL 8x135MW Steam Power Plant. Clint: JSW</li> </ul>

**Contractor** : LARSEN AND TUBRO LTD.

**Supplier** : DONGFONG ELECTRICALS LTD, CHINA.

**Description** : The project involves the total EPC related issues of Solar Power plants.

## **CREDENTIALS**

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### **Professional:**

- **MTech (CAD/CAM)** from VIST, JNTUH,Hyderabad.
- **BTech (Mechanical)** from PBR VITS, JNTUA, Kavali,Nellore Dist.

### **Academic:**

- **XII** from Sri Chaitanya Jr. College in 2005
- **X** from JayaUsha High School in 2002

### **Client Management**

- Mapping client's, identifying improvement areas & implementing measures to maximize customer satisfaction levels.
- Ensuring continuous interaction with the customer to make sure that area of concern can be worked upon for improved service levels.

### **Team Management**

- Leading, mentoring & monitoring the performance of the team members to ensure efficiency in process operations and meeting of individual & group targets.
- Creating and sustaining a dynamic environment that fosters development opportunities and motivates high performance amongst team members.

### **Other Credentials:**

- Operating systems : Windows XP/7/8. & Microsoft office 2003/07/10.
- Subject : Production Technology.
- Design Tools : Auto Cad, Stadd. Pro & Pro-E 4.0 (Sketcher, Part Modelling, Assemblies and Drafting) ON CAD. Pro Technologies.

### **Significant Highlights:**

- **Member of International Association of Engineers (IAENG), USA. Membership No: 138851.**
- **Certification of ISO Implementation -9001:2008 for Udemy.**
- **Certification of Six Sigma for AVETA BUSINESS INSITITUTE.**
- **Member of American Galvanizer's Association, ID No.0090007711.**

## **PERSONAL VITAE**

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**Date of Birth:** 13<sup>th</sup> Sep, 1986  
**Languages Known:** English, Hindi & Telugu  
**Mailing Address:** HIG 121, IIIrd Floor, Bharath Nagar, Hyderabad.  
**References:** Mr. Sandeep – Project Manager (Rot dyne)  
Mr. Harish – Head Projects (Nuevo sol) Ph. 9849032222  
Mr. Mayur/ Vivek –GM (Waaree) Ph. 9100960680.

**(M.SANJEEVULU)**