

PERSONAL RESUME



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https://www.linkedin.com/profile/view?id=112761686&trk=nav_responsive_tab_profile

Qualification : M.B.A Marketing
From A.M Jain institute of Management,
M.Com ~ Chennai University
Seminar completed : FIDIC Management of contract claims &
Resolution of Disputes

Profile

- ✓ Qualified M.B.A Marketing specialization from A.M. Institute of Management from Chennai, (M.COM) and B.COM from Chennai university, FIDIC Management of Contract Claims and Resolution of Disputes Seminar completed, with over 25 years of extensive experience in Business Development, Marketing and project management function having served Major Industrial groups in Saudi, Qatar and U.A.E (Saudi Aramco, Sabic group of companies, Saudi Electricity company, ENOC, ADNOC, TAKEERER, GASCO, DEWA, DUBAL, QP, Qatar Gas, Ras Gas, Kharamaa, Qapco, Qafco, Oryx, Ashgal, and Ministry of Environment. And major international companies present in GCC, having domestic and international experience with Major Oil & Gas sector both upstream and downstream, Power, Petrochemical, Fertilizer, power, Co2 recovery plant and Infrastructure Sectors.

- ✓ **Responsible for the environment of the projects, safety, keep always project area clean, before starting for construction project always follow EIA tools to have the environmental and safety of the project and follow EIA procedure while performing the project. For example:- we have started using always garnet for blasting, where while we use the sand blasting, this will affect the environment as well as the people and affected by silicosis, hence we have started using always garnet keep the environment as well as safety of the people while they are doing blasting.**

- ✓ **Having Good exposure on Oil, Gas, upstream, and downstream sectors, petrochemical, fertilizer, power and infrastructure EPC projects details all over GCC, like current, upcoming and planned projects in all over GCC, Good presentation skills, contract negotiations, supporting proposal team accomplished versatile, goal orientated, customer focused, team player with good interpersonal skills, strong net working skills including good contacts with Major oil, gas, petrochemical, power and infrastructure companies all over GCC and EPC companies for E&I divisions operating in Gulf region. Completed market survey in U.A.E for two months, approached all the Oil, Gas, petrochemical, fertilizer, power companies and International EPC contractors.**

Professional experiences:

Professional Experiences : Nasser Saeed Alhajri Partners Contracting

Company (NSH) August 2020 to July 2021

- **Being 40 years company once I joined I have done GAP ANALAYIS based on that, I have started working and where ever company has not concentrated and registered started registering and prequalifying and started getting inquiries for example qualified Building GPS Residential and Operation and Maintenance all over Saudi Arabia major Oil, Gas, Petrochemical, Power water and Green energy sectors.**

- **Preparing Business plan, strategy, budgeting, costing & manage existing client data base Major clients like Saudi Aramco, Sabic group of companies (Western region and Eastern region) and other international companies like Saudi Kayan etc.**

- Maintain Data of new tenders, opportunities and ensure that the company is registered/ Pre - qualified. Analyze the data and forecast market trends Identify, evaluate, develop, profile new Business opportunities and clients all over GCC.
- International market Develop strategic alliance with International companies to strengthen the company's chances of pre-qualifying and succeeding in winning new Contracts.
- Done Prequalification of Saudi arabia 2030 Vision projects 8 Trillion US dollars expansion projects, NEOM, Red sea Development, DGDA, Qiddaya, Royal commission Al Qula, AMAALA, TBC, Roshn, KFAD etc. Received bid packages from Neom and Red sea development.
- Received Bid package of NEOM with Air Products Green Hydrogen project 5 Billion USD Won Project with L&T Gold mining equipment erection, Won Marjan projects as General Contractor including, Civil, Building, Piping, Electro Mechanical with TR and SAIPEM.
- Prequalified for all the major clients in Saudi Arabia, Saudi Aramco, Sabic, Satorp, Petro Rabigh, Tasnee, Sadra, Samref, Yasref, Luberf etc., for Maintenance, Turn around, Shut down and MOC long.
- **While preparing the Bid, we always consider the impact of environmental procedure given by EPC contractor and safety procedure to complete the project without any environmental and safety issues.**
- ✓ **AL YUSR Industrial Contracting Company (AYTB) June 2016 to Present as marketing & sales manager for EPC construction & fabrication.**
- Preparing Business plan, strategy, budgeting, costing & Manage existing client data base Major clients like Saudi Aramco, Sabic group of companies (Western region and Eastern region) and other international companies like Saudi Kayan etc.
- Maintain Data of new tenders, opportunities and ensure that the company is registered/ Pre-qualified.
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- International market Develop strategic alliance with International companies to strengthen the company's chances of pre-qualifying and succeeding in winning new Contracts

Bagged contracts worth more than 600 Millions Saudi riyals this year and expecting more than 300 millions, Its history in AYTB having such Back Log in the company.

Received 9.COM for two piping pre fabrication from SAUDI ARAMCO after 37 years, taken initiative submitted pre qualification documents and Co-ordinate with all the departments and achieved

After 37 years of company History got Pre Qualified with Saudi ARAMCO as GPS contractor and bagged 120 Millions Saudi Riyals project, direct contract with SAUDI ARAMCO, SAFANIYAH fire water line project.

Recently signed with TR 51 Millions US dollar project in Rastanura expansion project package 11, MEI package. (Saudi Riyals 200 Millions), SADRA MOC Construction Contract Long Term For Five Years, Including Turn Around Last Week.

International EPC companies to strengthen the company's chances of pre-qualifying and succeeding in winning new Contracts. Great year achieved back log history in the company, signed contract with Saudi Aramco, Sabic group of companies, Saudi chevron, Satrop Major Turnaround, Samref Major Turnaround and Major EPC companies Technicas Reunidas, Saipem, Petrofac, GS construction, Maire Tecnimont, KT technologies and Technip FMC etc.,

**HADI H.AL-HAMMAM EST (November 2009 to may 2016)
Manager Business Development and Projects.**

- **Preparing Business plan, strategy, budgeting, costing & Manage existing client data base Major clients like Saudi Aramco, Sabic group of companies (Western region and Eastern region) and other international companies like Saudi Kayan etc.**
- **Maintain Data of new tenders, opportunities and ensure that the company is registered/ Pre-qualified.**
- **Analyze the data and forecast market trends Identify, evaluate, develop, profile new Business opportunities and clients all over GCC.**
- **International market Develop strategic alliance with International companies to strengthen the company's chances of pre-qualifying and succeeding in winning new Contracts.**
- **Supporting proposal team to provide the data base and market information,**

- Apart from this Handling three projects, Tank cleaning and repair contract, Offshore Maintenance projects of 16 Platforms in Tanajib, Zuluf, Mirza, Safaniya etc., whole southern area Major Maint Projects.

Recently signed worth of 200 Millions 27 wells Refreshment contract with Saudi aramco, performing the job with our own vessels.

I can proudly say my Business Plan RAS-AL-KHAIR been implemented by Saudi Aramco submitted to them 2013 and Presently they had joint venture with Hyndai engineering, Lamperall, Baharai and Saudi Aramco Implementing the project, already awarded three packages for construction.

<https://www.vesselfinder.com/news/9904-Saudi-Aramco-awards-first-contract-for-planned-shipyard-complex-in-Ras-Al-Khair>

- Joint venture signed with Brunel energy in Saudi Arabia, Signed lease agreement with SLPA in Sri Lanka investment project worth 45 Million US Dollar and signed joint venture with TOPAZ engineering please click the link below for more information.

- **<http://www.ft.lk/2012/06/30/boi-signs-44-m-deal-with-saudi-investor/>**

- **We always follow offshore and onshore environmental procedure and safety procedure of Saudi Aramco, Sabic group of companies and other international EPC contractors for example offshore, we always make sure never through any food waste, fishing, alcohol consumption and garnet blasting, painting materials keep always safe and make sure nothing spill in the sea water and onshore all waste water, cleaning for hydro jetting water make sure take it out and dump in authorized place.**

✓ **Tecnimont ICB Qatar W.L.L (June 2008 to June 2009)
Manager Business development**

Maire Tecnimont S.P.A. is the parent company of an international Engineering & Construction Group which provides a comprehensive, integrated system of services and installations in its sectors: Chemicals and Petrochemicals, Oil & Gas, Power, Civil Engineering and Infrastructure.

The Group has established itself, thanks to advanced skills in Project Management and Main Contracting, by implementing complex turnkey projects all over the world, combining high quality and planning standards with a focus on multicultural and environmental issues.

Once we get EPC project signed contract, we always follow EIA approved contractor to do the assessment of environment and follow the procedure strictly and advise our

subcontractor also follow the environmental procedure and monitor through our environment team,

The Group, with a presence in 24 countries and 4 continents, currently owns 37 trading companies and can rely on a workforce of about 4,300 employees, more than half of whom are outside Italy (figures as of 31 December 2008).

Specifically, the Group can offer: market research services and feasibility studies; design and engineering services; environmental impact analyses; loan brokerage services for customers; contract drafting for acquisition of licenses and patents; materials and equipment procurement services; site management; works execution; systems start up; technical assistance to operations and maintenance subsequent to start up.

- Preparing Business plan, strategy, budgeting, costing Manage existing client data base
- Maintain Data of new tenders, opportunities and ensure that the company is registered/ Pre-qualified.
- Analyze the data and forecast market trends Identify, evaluate, develop, profile new Business opportunities and clients all over GCC.
- International market Develop strategic alliance with International companies to strengthen the company's chances of pre-qualifying and succeeding in winning new Contracts
- Supporting proposal team to provide the data base and market information.
- CO2 EPC recovery project with technology from MHI met ministry of Environment and Major oil, gas, fertilizer, power and petrochemical companies in Qatar.
- E&I Division - Develop & Maintain data of new tenders, opportunities and ensure that the company is registered/ pre-qualified, analyze the data and forecast market trends

✓ **Major Projects / Bids associated / concluded**

- Associated & Involved for generation of EPC proposals Qafco 3 LDPE, Qatar Gas LNG jetty, JUBAIL Refinery Aromatics, TAKEERER package 1, GASCO and BOURAGE packages, approached for BARZAN, Al-SHAEEN refinery, AKOLOS GOSPS expansion project from Libya.
- E&I division more than 35 projects all over GCC, like TECHNIP PMP, Gas sweetening with PETROFAC, EMAL SNC LAVALIN, ALSTOM SHOBIA 3, BAB compression with L&T, Samsung Saudi kayan, Qapco V with Hyundai engg. and construction Etc.

- Develop and Build relationships with key personnel from existing and new clients Negotiation and finalizing the contract. Achieved very good data base of major oil, gas, fertilizer, petrochemical companies in GCC, Libya, for EPC contracts and Major international companies for E&I Division.
- ✓ **Arabian Fal Holding May 1995 to May 2008: Business Development Manager/ QMR which major responsibilities that include**

Arabian Fal Company is a local Saudi company established in 1977 employing around 4000 people. The Major activities EPC Housing Construction with Sabic group of companies and Direct contract with Saudi aramco, Plant & maintenance, Tank repair and Maintenance, pipe maintenance, Major shut downs, EPC tank Erection Etc.

Develop and manage relationships with both existing and potential client & principals in the oil, Gas sector including Downstream and upstream, petrochemical, fertilizer & power sector.

Support principal in proposal generation efforts for large, technically complex EPC projects, Engineering Services, Shutdown contracts, promote process equipments, and develop winning business strategies.

Gather market & project specific information & develop strategic marketing plan.

Preparing Business plan, Budget, cost analysis, Saduization program, Handling of projects.

Involved directly in contacting new clients, coordinating with the existing clients for better co-operation and market share

To find out the market potential for expansion projects, existing plants of oil, Gas, Petrochemical and power industries existing contracts and New jobs of whole GCC, Reporting directly to the President & CEO and Executive vice president.

Getting the Prequalification document following of prequalification document, make sure to Pre-qualify, attending the site visit, preparing of competitor's analysis to co-ordinate to prepare competitive bid document follow-up of bid document, Negotiation meeting and finalizing the contract. Looking for the opportunity with international companies' joint venture or partnership and bid for the big expansion projects.

Preparing organization goals, SWOT Analysis and Competitor Analysis

I have worked as southern area project manager, Business Development and handled Seven projects all over GCC, With Saudi Aramco involved in preparing the infrastructure for the projects like office, camps, fabrication yard as per Saudi Aramco standard etc. Manpower, equipments Mobilization, managed peak manpower of more than 1000 people with different nationalities and involved in all T&I projects of Hard gas plant, Hawiyah gas plant, Uthmaniya gas plants, Abq plant, and all southern area GOSPS received many appreciation letters from Saudi aramco and actively involved in Saudization program in the company and received appreciation letter from Udhaliya contracts unit. All letters downloaded in my website <http://www.purusoth.bravehost.com>

Worked as Management representative (QMR). Received ISO-9001/ 2000 of latest version certificate

Fully involved of getting the ISO 9001-2000 certificate, correcting the procedure, preparing the internal audit schedule for the internal dept. and projects, coordinating with external auditor (Moody international), Distribution of all changes or any amended documents is made in a timely and controlled manner.

ACHIEVEMENTS

Have successfully finalized projects with SAUDI ARAMCO, SABIC Group of companies, ABB, Chiyoda Petrostar Saudi Shinwa and JGC, etc. Won six contracts in Western region with Saudi Aramco O& M projects Tank repair and Maintenance projects, Major refineries IN Western Region and Bulk plants Jeddah, Najran, yanbu, Rabigh, Jizan Tabuk, Duba, Al-jouf Etc. and won Three projects in Southern Area Plant and Maintenance projects and covering whole Saudi Arabia and other GCC countries.

Language Known: English, Tamil, Telugu, Malayalam & Arabic

Yours truly

D. Purushothaman