

B.JOHN SAMUVEL

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CARRER SUMMARY

With 7 years of experience in Proposals/ Cost Estimation for Oil& Gas Projects, Offshore & onshore Projects, Petro Chemical Projects, Water Treatment, etc., working towards the company satisfaction, completing them by fulfilling the requirement scheduled within the deadlines, with dedicated effort, motivation and team spirit.

PROFESSIONAL EXPERIENCE

- Presently working as Engineer-Proposals and Estimation for SEKO Middle East FZE (A Group of SEKO SpA, Italy), since 2013 to till date.
- Worked as Engineer-Proposals, Petronash Engineering Service Pvt Ltd (A Group of Petronash FZE, Dubai)
- Worked as Application Engineer for Titanium Tantalum Products Limited, India, 2009 to July-2011.

CORE COMPETENCIES

- Cost Estimation
- Process Design & Optimization in terms of cost
- Sub vendor follow up and offer Evaluation
- Single point of contact for Proposal
- Project and Engineering Co-ordination
- Technical & Commercial Negotiation
- Preliminary Engineering
- Supporting for After Sales and Service
- Focal point for Proposal Team In Middle East Facilities
- Prequalification / Vendor Selection
- Marketing Activities

FIELD EXPERIENCE:- (SEKO SpA & Petronash FZE)

- Preliminary study of the tender/enquiry and the basic scope of supply & concept of the system.
- Understand client's requirement and basis for the Pump/system design and selection.
- Selecting the pump requirement as per the data given in the RFQ
- Preparation of PID, Equipment and instruments data sheets, Lay out drawings, Spare lists, Experience reference list.
- Obtain offers from sub vendors within shortest span of time for chemical injection packages.
- Evaluate the vendor offers/ documents.
- Technical and commercial evaluation of sub suppliers offers for the main equipment.
- Preparation of Technical offer including Pump data sheet, Instruments data sheet, compliance statement, quotation check list, deviations/clarification/important notes, scope of supply & work, equipment specifications & exclusions.
- Cost estimation of the system, insuring all items are covered in the costing part also estimation of man powers, overheads, transportation required to execute the offered project/system.
- Techno-commercial clarification with the client(After evaluation by the client)
- Attend as required lessons learnt meetings with operational and finance departments and implement the findings in the costing sheet and tender preparation process
- Post order correspondence with internal team members.
- Attend the project hand over meeting with Project and procurement team for the awarded project.
- Assist the Project and procurement team during the execution of the project.
- Creation of Job order and Entering BOM in SAP after the award the project –in SAP Modules
- Coordinate with clients and project team after getting award of projects.

ADDITIONAL ROLE:

- Coordination for after Sales and Service for chemical dosing pumps.
- Co-ordination with various departments for client Prequalification activities and got achieved in many EPC customers including ADMA OPCO, SEC etc
- Conducting and participating many seminars for our Dosing pumps & Packages.
- Successful conduction of sales Stalls in ADIPEC 2013, 2014 , 2015 etc..

Codes & Standards

- API Code
- ASME Code
- ASTM Code

Major Projects Handled

Chemical Dosing pumps & Packages:

JO WAFRA Project, Reliance Project, SARB-4-Adma OPCO, GPC-Egypt, Oxy-Oman, ONGC, Ummlulu phase-2(ADMA OPCO), ADNOC Group, etc.,

Chemical Dosing packages

- Balnaves Field(FPSO) Application
End user: Apache, Australia
- Khuff Gas and Unayaz wells
End user: Saudi Aramco, Saudi Arabia
- Shah Gas Development Project
End user: GASCO, UAE
- Takreer Ruwais Refinery Expansion Project #3 project off sites and utilities
End user: TAKREER, UAE
- Manifa onshore Oil well sites
End user: Saudi Aramco
- Tapis Offshore A, B, C Platform
Client: Exxon Mobil
- Khabarovsk Refinery Hydro-Processing Project, Russia
Client: Technicas - Reunidas, Spain
- EPC for ASAB FPD Project
Client: Petrofac, Sharjah
- Jubail Export Refinery
Client: Rotary Engineering, Singapore
- Amal Steam expansion Project
End User: Worley Parson-PDO

FIELD EXPERIENCE:- (Titanium Tantalum Products Limited)

- Preliminary study of the tender/enquiry and the basic scope of supply & concept of the system.
- Study of tender specifications and feasibility analysis for the proposing of electro-chlorination in place of Gas chlorination technology.
- Understand client's requirement and basis for the system design and selection.
- Preliminary design and equipment sizing for Electro-chlorination system.
- Preparation of Piping and instrumentation drawings, Layout drawings, skid overall dimensional drawings for electro-chlorination system.
- Obtain offers from sub vendors within shortest span of time.
- Evaluate the vendor offers/ documents.

- Technical and commercial evaluation of sub suppliers offers for the main equipment.
- Floating enquiries to acquire quotations for mechanical, electrical equipment includes pumps, valves, pipes, softeners, Transformer- Rectifier unit etc.
- Preparation of technical and commercial offer for Brine based as well as Sea water based Electro-chlorination system.
- Preparation of Technical documents including dully filled compliance statement, flow chart, calculation list, quotation check list, deviations/clarification/important notes, scope of supply & work, equipment specifications & exclusions, Electrical load list, Instrument lists etc..
- Cost estimation of the system, insuring all items are covered in the costing part also estimation of man powers, overheads, transportation required to execute the offered project/system.
- Submission of Techno-commercial offer to the Proposal manager for comments and approval.
- Techno-commercial clarification with the client(After evaluation by the client)
- Communicating with clients to find the gaps in the offer submitted and revising the same with respect to their requirement.
- Attend as required lessons learnt meetings with operational and finance departments and implement the findings in the costing sheet and tender preparation process
- Post order correspondence with internal team members.
- Attend the project hand over meeting with Project and procurement team for the awarded project.
- Assist the Project and procurement team during the execution of the project.
- Creation of Job order and Entering BOM in SAP after the award the project –in SAP Modules
- Coordinate with clients and project team after getting award of projects.

Major Projects Handled

Sodium Hypochlorite Generator Packages

Reliance Jam Nagar, Adani Power plant, Tata Engineering Limited, Meekashi Energy , Jindal Steel Plant, Krishnapattinam Project, ONGC(5 platform-remodualtion project), HPCL, HNPCL, Essar, Indian oil Company, Water treatment plant for Metito, Veolia, Doshion, Vatech Wabagh,

ACADEMIC RECORDS

B.E, Electrical and Electronics Engineering
College: SACS-MA.V.M.M Engineering College

Grade: **First Class with Distinction**
Year-2005-2009

HONORS

1. Got **Bronze** medal for Academic Proficiency during my college days(2005-2009)

TRAINING PROGRAM

1. MCNOLD Electrical Equipments-Madurai
2. Power Grid-Madurai

OTHER SKILLS

1. Basic in Auto cad
2. Basic Knowledge in SAP

PERSONAL PROFILE

Date of Birth : 21.06.1987.
Sex : Male
Languages known: English, Tamil
Nationality : India
Marital Status : Married.
Passport No : H6009172, Valid up to 2019.

I hereby declare that the information furnished above is true to the best of my knowledge.

Place: UAE
Date :

Yours Faithfully
JOHN SAMUVEL B