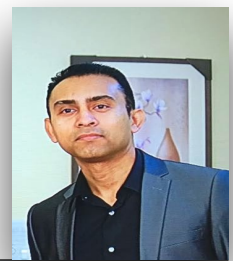


AJIT CHERIAN

Dubai, UAE +971 507241264 · ajitcherian@gmail.com



Sales Manager

Versatile Techno-Commercial Sales professional with 15 years of global experience in Oil and Gas / Petrochemical / Industrial Projects by maximising profitability through Sales and Operations efficiency and acting as sole interface with start to end responsibilities and P&L accountability.

Areas of Expertise:

- Product Management
- Risk assessment
- Budget Planning and Control
- Global and Strategic Procurement
- Business and Revenue Growth
- Sales Management
- Vendor Relationship Management
- Supply Chain Management
- Staff Training and Development
- Contract Management

Professional Experience

ThreeOne Management LLC, U.A.E **Marketing Manager** (2023 to)

Managing Clients in Oil and Gas downstream segment with marketing products, preparing Proposals, Lobbying for Orders, to set departmental objectives for improving Client relationship, preparing presentations for Client , focal point, lobbying for long term contracts, operations and final closure.

Novel Arabia (Narmel & Cleveland Bridge), Jubail, KSA (Oil & Gas / Petrochemical supplier) **(Al Rushaid Group Company)**

Project Director / Sr. Project Manager (2021 to 2022)

Managed projects of approx.100M US\$. Recruited team to manage Company Project Management control objectives. Set departmental targets for improving Procurement, Sales, collections, profitability and improving customer satisfaction. Managed cash flow, set project execution strategy, scheduling, delivery targets. Assisted Estimation department during bid stage, manage variation orders with Clients, budget management and dispute resolution if any and act as prime interface for Company Operations.

KNM Process Equipment Inc. Alberta, Canada (Oil & Gas / Petrochemical supplier) **(KNM Malaysia Group Company)**

Acting CEO (2019 to 2020) -additional responsibility

Developed Sales, engaging in active bidding (owning entire bidding, proposal, T&Cs, pricing, negotiations) of approximately 30M CA\$. Managed Account of existing Clients, relationship building, Ensuring smooth functioning and profitability of the Company and reporting on periodic basis to Group / Division CEO. Manage ongoing projects of the organization, cash flows, financial strategy, fixed assets, Inventory and Scrap sale. Management of the employees, recruitment, dispute resolution if any and prime interface of Company Operations.

FBM Hudson Italiana Spa – Bergamo, Italy (Oil & Gas / Petrochemical / Industrial supplier) **(KNM Malaysia Group Company)**

Head of Project and Procurement (2016 to 2020)

Managed portfolio of high-value projects with combined value of US\$ 75 million and above from negotiation to handover. Targeted project definition - scope, cost, risk management, estimate of revenue and ensuring Client needs are met and managed timely involving relevant stake holders. Developed project plan including Procurement, financial cost and deliverables specified in the contract with regular Management reporting. Managed implementation, also developing assessment tools to ensure project is within budgeted time, cost and safety parameters. Oversaw the responsibility of building new Sale opportunities, tender management and building customer relationship, tracking volume and margin analysis, resolving customer issues, tracking pricing performance to enhance customer perception of value managing lead time, and supply-demand alignment. Managed contract risk, financial solutions (BG, insurance etc.), progress assessment, supply chain management, project profit and loss status, claim closure, variation orders, payment collections and post mortem on closure.

FBM-KNM FZCO – Dubai, U.A.E (Oil & Gas / Petrochemical / Industrial supplier)

(KNM Malaysia Group Company)

Manager of Projects Department (2014 to 2016) - Deputed to UAE operations to regularize and stream-line Account Management and develop new Client base.

Displayed excellent leadership ability while dealing with complex Accounts - acting as single point contact; monitored accounts on an ongoing basis, Developed direct Sales for shutdown jobs, evaluated progress and quality, and resolved issues and bottlenecks. Planned, organized, and implemented all aspects of Accounts with an estimated combined value of US\$ 40 million. Contract management, collaborated with cross functional departments to review the status of ongoing accounts while designing strategies to ensure the completion of targets within predefined timelines and budgets. Developed, managed, and monitored project specific budgets, cash flow projections, and monthly project financial reconciliation. Prepared status reports and other account related planning and controls documentation.

Selected Contributions

- Spearheaded the successful management of Accounts from conception to completion, while preparing project closure reports to analyze and establish bench-marks for future projects.
- Utilized excellent communication and negotiation skills to lead negotiations with clients for change order requests in collaboration with engineering, quality control, and production.
- Achieved revenue and business growth by increasing the sales volume by 5% through successful identification and implementation of business growth opportunities.

FBM Hudson Italiana Spa – Bergamo, Italy (Oil & Gas / Petrochemical / Industrial supplier)

(KNM Malaysia Group Company)

Project Manager (2005 to 2014)

Collaborated with client and company divisions to envision and implement project execution strategies to deliver the high-value projects (approx. US\$ 100 million) within predefined time and budget constraints from EPC to quality delivery and collections - acting as single point contact. Defined and developed project execution plans, schedule, and deliverable timelines; Developed Sales for widening product supply base. Prepared and presented progress reports to Client and highlight for internal / external action, budget management and critical areas to Senior management action. Issued status reports to the project teams, analyzed results, and fixed the problem areas. Proactively managed changes in project scope, identified potential crises, and devised contingency plans including claim resolution. Conducted 'lesson learnt' meetings and created recommendations report in order to identify successful and unsuccessful project elements.

Selected Contributions

- Major Projects: Installation of Air Cooler Package, High Pressure Heat Exchangers, Waste Heat Boiler, and Shell & Tube Heat Exchangers for clients around the world; Australia, India, USA, Singapore, Poland, Germany, and Saudi Arabia.
- Coached, mentored, motivated, and supervised project team members and subcontractors for taking positive action and developing best practices and tools for project execution and management.
- Extensive travel across China, UAE, Indonesia, Europe for regularizing Account operations in sister companies and for getting repeat orders; developed new Clients for widening product supply base.
- Identified and managed project dependencies and defined and disseminated project success criteria to the involved parties throughout project life cycle.

Additional experience as Proposal & Sales Engineer (2003 to 2004) and Planning Engineer (2002 to 2003) in FBM Hudson Italiana, Dubai UAE.

Education and Credentials

2006: Master's Degree in Business Administration (AMBA accredited) · University of Wales, United Kingdom

2001: Bachelor's Degree in Production Engineering · University of Mumbai, India

1998: Diploma in Machine Tools & Maintenance Engineering · Agnel Polytechnic - Board of Technical Examinations, Mumbai, India

Working knowledge : ASME / ASTM pressure vessel code of construction

Languages: English, Hindi, Marathi, Malayalam, Italian

Driving License : valid UAE; India

Date of Birth : 12 June 1977