

# Rahul Katarar

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## PMP PDU's Certification

Targeting challenging assignments in **Project Management/Program Management** with an organization of high repute preferably in **Pune/Mumbai**

### || Career Summary

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- **Vibrant professional** offering **7 years of** experience Project Management and After Sales
- Managed entire Project life-cycle; ensured deliveries and payment collections; skilled in defining project scope, goals and deliverables and within the budget
- **Proficient in costing, budgeting, contract negotiations, including team leadership, policy development; effectively focus cross-functional teams of technical and operation personnel to meet common goals**
- Worked closely with customers on the technical requirements to provide solutions; identified requirements including details required for product definition
- An effective negotiator with excellent people management, skills and capability to train and motivate teams towards optimizing their capabilities in adherence to the SLAs

### || Key Skills

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~Define Project Budget	~Technical Demonstrations	~Project Management
~Vendor Development	~Presentations	~Project Documentation
~Single Point Contact for Projects	~Stakeholder Management	~Request for Proposal (RFP) Preparation

### || Work Experience

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**Jun'17-Till Date: Stallion Systems & Solutions Pvt. Ltd. Mumbai, Maharashtra as Project Manager**

#### Key Result Areas:

- Monitoring and executing projects with respect to budgeted cost, demand forecasts & time overrun to ensure timely execution of the projects and ensuring operational effectiveness of utilities
- Skilled in handling multiple priorities and projects simultaneously; utilize creative planning and coordination of all essential functions from initial concept to coalition building to vendor sourcing.
- Successfully working directly with customers and customer account management process, including payment collection, waybill support and also after-sales support through organizing service camps
- Presenting quotes to the client for customized requirements and negotiating tender and contract terms; designing technical presentations to clients .
- Providing input to the quoting process and follow-up process until receiving of order, raising quote request forms to design and estimation department based on the customer's requirements /consultants drawings in order to get the cost of project
- Coordinating with Stakeholder Management and on project update and planning, vendors for installation schedule, sourcing and planning and internal technical team for the installation and support activities
- Formulating reports defining project progress, problems and solutions & reports on daily activity
- Working on succession planning of the workforce, shift management activities and coordinating with the engineering
- Resolving technical issue to the satisfaction of internal and external Customers; escalating issues on time when required
- Understanding service requirements for current and future customer by building personal rapport with potential customers and other persons in a position

#### Highlights:

- Coordinated with BUH's for pricing for respective products and arrangements
- Collected weekly report from plant engineers and update with Stakeholders
- Billed by coordinating with respective BUH's & project management; ensured bill submission and payment follow-up
- Bagged key deals from some of the largest corporate houses such as [CASTROL INDIA LTD](#)
- Create and maintain comprehensive project documentation. One point contact for all project related activities.
- Coordinated for the Third Parties vendors of responsible for all over India Project with strategic activities
- Managed and grew customer base in selected industry verticals such as [Chemical](#), [Pharma](#), [Robotic Application](#), [Printing Applicators](#).
- Coordinate with internal technical team for the installation and support activities.

**Apr'14-May'17: Sames Kremlin Pvt. Ltd. (French MNC) Pune as Assistant Manager- Projects**

**Highlights:**

- **Gained experience in**
  - Automation including in industry focused verticals including fluids products for the automotive, Painting, & Automatic Robotic Solutions
  - New product development, strategic planning including full responsibility for project management, schedules and performance for the organization
  - Strategic planning, opportunity identification, market positioning, needs assessment, problem identification and resolution, recruit, train, supervise and motivate high-performance teams and managers in a wide variety of areas to meet and exceed business goals and objectives
- Effectively lead organization through critical structuring and product roll-outs; developed pipeline of competitive products from concept to commercialization; conceptualized new designs, including features, look and appeal
- Managed multiple priorities and projects simultaneously; utilized creative planning and coordination of all essential functions from initial concept to coalition building to vendor sourcing
- Extensive exposure in all aspects of technical support of high-tech equipment's, including client relations, staffing, programming and technology management
- Consistently recognized by the management and colleagues for cross-discipline talents in needs analysis, troubleshooting and problem resolution in high-pressure, technical environment

**|| Previous Experience**



**Sept'12-Apr'14: Cotmac Electronics Pvt. Ltd. (Siemens System House) Pune, as Senior System Engineer**

**Highlights:**

- Managed project and installed PLC control systems; developed programming & logic related to the customer requirement
- Generated and coordinated multiple change controls to develop new systems and improvement of projects

**Jul'07-Sept'09: Ador Welding Ltd., Pune, Maharashtra as Junior Engineer**

**Highlights:**

- Programmed & commissioned Robot welding machines; performed commissioning/troubleshooting
- Managed production planning & control/control & automation in Static department
- Led the operation of the manufacturing line while ensuring the highest quality with efficiency and excellence
- Coordinated with line manager and organized line workload, OHSAS activity and staffing depending on product priority

**|| Certification**



- **PMP PDU Certification from AADS Education in August 2017**

**|| Education**



- 2012 BE in Electrical Engineering from Modern College of Engineering, Pune, Maharashtra, Pune University With 69.40% (First Class with Distinction)
- 2007 Diploma in Electrical Engineering from Institute of Civil & Rural Engineering, Kolhapur, Maharashtra, MSBTE Board, with 66.85% (First Class)

**|| IT Skills**



- **MS Projects:** Developing a plan, assigning resources to tasks, tracking progress, managing the budget, and analyzing workloads
- **MS Visio:** Utilize layouts, diagrams, and charts. The graphics, standard images, flowcharts, decision diagrams, playbooks, network diagramming

**|| Academic Achievements**



- Awarded as 2<sup>nd</sup> runner up in All India Industrial Automation Training in AISSMS, Pune in 2012.
- Project Innovation TELOS 2015 : 12th out of 50 participants

**|| Personal Details**



**Date of Birth:** 29<sup>th</sup> June 1985  
**Languages Known:** English, Hindi and Marathi  
**Address:** Ridhi-Sidhi Gharonda, Flat No.402, Sector-34, Plot No-73 Kamothe. New Mumbai-410209  
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**Passport No:** K6831090

# Annexure

## || Major Projects



### **Project Title : BEACON-II ( 1Ltr Line)**

**Client:** CASTROL INDIA LTD, PATALGANGA, KOLKATA & SILVASA.

**Technologies:** Novexx ALS 306 LA, Datalogic 210 & 300 Scanners, Top Guide Applicator, Product Separator, Track & Trace, PLC-Unitronix V700, Siemens- Step 7 300 PLC & KTP1000

**Responsibilities:** Project Management, Coordination, Execution, Stakeholder Management, Budget, Costing, Contract Negotiation.

### **Project Title : BEACON-II ( 3Ltr Line)**

**Client:** CASTROL INDIA LTD, PATALGANGA, KOLKATA & SILVASA.

**Technologies:** Novexx ALS 306 LA, Datalogic 210 & 300 Scanners, Top Guide Applicator, Product Separator, Track & Trace, PLC-Unitronix V700, Siemens- Step 7 300 PLC & KTP1000

**Responsibilities:** Project Management, Coordination, Execution, Stakeholder Management, Budget, Costing, Contract Negotiation.

### **Project Title : BEACON-II ( 5Ltr Line)**

**Client:** CASTROL INDIA LTD, PATALGANGA, KOLKATA & SILVASA.

**Technologies:** Novexx ALS 306 LA, Datalogic 210 & 300 Scanners, Top Guide Applicator, Product Separator, Track & Trace, PLC-Unitronix V700, Siemens- Step 7 300 PLC & KTP1000

**Responsibilities:** Project Management, Coordination, Execution, Stakeholder Management, Budget, Costing, Contract Negotiation.

### **Project Title : SMARTLINE Printing Press Machine**

**Client:** Manugraph India Ltd., Kolhapur

**End User:** Manorama Malappuram (Kerala)

**Technologies:** Step 7 400 & 300, KTP600B HMI

**Responsibilities:** PLC CPU 414 3PNDP, 12<sup>th</sup> CPU 314C 2DP HMI MP 277 and TP 600

#### **Drives - Simotion**

**Responsibilities:** Precommissioning logic testing, development, HMI Development and commissioning

### **Project Title: Conveyor Belt System**

**Client:** TAL Pune

**End User:** RICO Auto Gurgoan Haryana

**Technologies:** Step 7 300, TP 177 HMI

**Responsibilities:** PLC Logic and HMI Development, Commissioning & Execution of Project

### **Project Title: Hi Line Printing Press Machine**

**Client:** Manugraph India Ltd., Kolhapur

**End User:** MDGM Russia

**Technologies:** PLC CPU 414 3PNDP, 12<sup>th</sup> CPU 313C 2DP HMI KTP 1000 and KTP 600

#### **Drives - Simotion**

**Responsibilities:** Precommissioning logic testing, development, HMI Development and commissioning

### **Project Title: Twin Press Machine**

**Client:** Bemco Hydraulics Ltd., Belgaum

**End User:** DRDO

**Technologies:** PLC CPU IM151-8 PN/DP, SIMATIC HMI STATION (PC 677 19" Touch)

**Responsibilities:** Precommissioning logic testing, development, HMI Development and execution of project

### **Project Title: Compound Oven System**

**Client:** Cadbury India Ltd., Belgaum

**End User:** Cadbury India Ltd.

**Technologies:** PLC CPU 200 DP, SIMATIC HMI STATION (KTP600)

**Responsibilities:** Precommissioning logic testing, development, HMI Development and execution of project