



Nithin Kumar Kavilputhanveetil

Project Tendering & Bid Management / Commercial Performance/Cost Management

Enterprising leader with a strong record of contributions in streamlining commercial operations, invigorating businesses, heightening productivity, systems & procedures

✉ nithin.mu7@gmail.com

☎ +91-8129873299

Key Skills

Project Management



Cost Management



Business Development and Sales



Profit Centric Operations



Strategic Business Planning



Stakeholder Relationship



Contract & Vendor Management



Business Transition and Analysis



Procurement & Negotiation



Profile Summary

- A strategist with **12 years** of expertise which includes **Tendering and bid management, Project Cost Control & Planning, Business Development and Sales, Enhancing commercial performance, Strategy formulation & implementation, Business Transition and Analysis, Budget formulation and cost analysis, Financial planning and business process modeling.**
- Effective in formulating business processes; identifying alternative solutions; assessing feasibility and recommending new approaches; contributing in evaluation of the factors which must be addressed in the change programme; establishing stringent measures to identification of requirements for the implementation of changes in the business process
- Hands-on experience in controlling projects with competent cross-functional skills; ensuring on time deliverables within pre-set cost parameters with special adherence to the Client specifications
- Expertise in Customer Relations and Partner/Distributor Management
- Possess exceptions in communication, people management, leadership, problem solving, decision making & interpersonal skills

Education

- 2008 MBA from Department of Commerce and Management Studies, Calicut University, Kerala, India
- 2004 Bachelor of Technology in Mechanical Engineering from Govt. Engineering College, Thrissur, Kerala, India

Career Timeline

InterCAD Systems,
Kerala, India as
Marketing Engineer

2004 - 2006

Yourvirtualhospital.com
, Kerala, India as
Operations Head

2011 - 2013

Al-Qahtani - FISK General
Contracting Company, Khobar as
Tendering and Cost Manager

2014 - 2017

Dhanlaxmi Bank,
Kerala, India as
Business Manager

2008 -2011

Sepam Global, Qatar as
Project Cost Engineer/
Controller

2013 - 2014

APRIL'2017-PRESENT -TLIETA
Group as Head – Business
Development and Operations



Work Experience

Apr'17-till date "TLIETA" Group as Head – Commercial and Operations

"TLIETA" is a startup firm based in Kerala, India. It has two divisions, TLIETA Surgicals and TLIETA Solutions. TLIETA Surgicals is a reselling firm for orthopedic implants and TLIETA Solutions is an IT based firm primarily into software development. Key Areas: Contracts, Negotiations, Procurement, Budgeting and Pricing, Business Development and Sales, Marketing, Distribution Management

Oct'14 – Apr'17 Al-Qahtani - FISK General Contracting Company, Al Khobar, KSA as Tendering and Cost Manager

Key Result Areas:

- Strategizing, developing and implementing effective Business Process Model for the Tendering process
- Undertaking necessary measures for the enhancement of performance and revenue of the company by getting contract awards; negotiating on contracts with clients and subcontractors
- Involving in negotiations with vendors both pre-submission & after award; liaising with planning, engineering, procurement, commercial & project / construction team to ensure completion of the project effectively within the stipulated project cost
- Business Development, Acquisition of new bids and tenders, Relationship management with clients

Accomplishments:

- Managed diverse projects involving an esteemed set of clientele including Saudi Aramco, Ministry of Defense & Saudi Electricity.
- Initiated the timely execution of Saudi Aramco Shaybah NGL Pipeline E&I works project within budget; implemented cost control strategies such as effective utilization of resources, increasing efficiency of manpower, strictly managing work scope as well as effective estimates for site infrastructure
- Steered the implementation of quality initiatives such as Total Quality Management, Cost of Quality, Meeting Client requirements; that instilled basic quality philosophies of doing things right the first time, resulting in considerable reduction in company rework cost
- Consistently monitored the progress of assignments including continuous interactions with the client, thereby resulting in improvement in business in terms of efficiency fulfilling client expectations
- Pivotal in the business transition into MEP Works by break through orders from reputed clients and main contractors.
- **Key Projects Handled:-**
 - Contract No. 65107400781, E & I Works at Valve Stations & Scraper Traps in SEG 2 & 3, Shaybah NGL Pipeline, Saudi ARAMCO
 - BI-10-00675-0001, MEP Works in Replacement of maintenance buildings, Rastanura Terminal south, Saudi ARAMCO, Main contractor- TARGET CONSTRUCTION
 - MEP Works in Auto Maintenance center, Military Industries Corporation, Al Kharj, KSA. Main contractor - UNEC

Jul'13 –Sep'14 Sepam Global, Qatar as Project Cost Engineer/ Controller

Key Result Areas:

- Executed functions including development, maintenance and implementation of cost structures
- Controlled the budget and related costs of the projects, while ensuring the continuation and enhancements of services
- Liaised with project management team to identify cost impacts of proposed and unforeseen changes; developed periodic budget, financial reports and close-out reports

Accomplishments:

- Identified the scope for planning, implementing & monitoring of changes to enhance efficiency, process flow, working practices, consumables, and so on for controlling and reducing the project costs
- Leveraged cross-functional resources to qualify alternate sources of supply across categories that were previously single-sourced, ensured cost competitiveness and a robust business continuity plan

Projects Handled:

- Fire and Gas Upgrade Project, Yanpet Petrochemical, Yanbu, Saudi Arabia
- MEP Works in 22 Lounges, New Doha International Airport Project, Doha, Qatar



Previous Experience

Jun'11 – Jul'13 **Yourvirtualhospital.com (DiabCare India), Kerala, India as Operations Head**

Accomplishments:

- Performed key role in Strategic Alliances, Business Modelling, Revenue enhancement strategies and financial planning
- Enhanced the brand value and brand recognition of the startup company through value added activities

Aug'08 -Jun'11 **Dhanlaxmi Bank, Kerala, India as Business Manager**

Key Result Areas:

- Revenue generation, Marketing strategy and Sales

Aug'04 – Jun'06 **InterCAD Systems, Kerala, India as Marketing Engineer**

Key Result Areas:

- Student counselling, Marketing/ Business Development/ Sales



Certifications

- Completed certification in:
 - Depository Operations, NSDL, India
 - Financial Markets, NSE, India



Computer

- Knowledge in:
 - Primavera P6
 - Microsoft Office Suite



Memberships

- Association for the Advancement of Cost Engineering (AACE) International – Member, 290030
- Saudi Council of Engineers - Membership No: 231438 - Professional Grade
- Calicut Management Association, Kerala – Member
- Indian Institute of Banking and Finance – Member, 500092486



Personal Details

Date of Birth: 22nd December 1982
Languages Known: English, Malayalam, Hindi, Tamil(basic)
Mailing Address: Om Sakthi, Plot 151, 7 B Street, Harinagar, Punkunnam, Thrissur, Kerala 680002
Passport No.: M2607868, Expiry - 30/09/2024



References

- Takis Metaxatos, Former Director of Operations, Q-FISK; Former United Nations Chief Engineer, +30 6944310084, info@hydrema.gr
- Asif Chaudhary Pannu, Finance Manager, AYT B KSA; +966 562000786, asifpannu@yahoo.com
- Dr. P Mohan, Professor, Calicut University; mohandcms@gmail.com; +91-9446259694