

PIYUSH TRIPATHI

Address: F-405, Sharan Residency II, Opp. Dhan Vihar Residency, B/h. Devnandan Sky, New C.G. Road, Chandkheda, Ahmedabad-382424

Contact No: +91 9824663306

E-mail: piyush.r.tripathi@gmail.com

PROJECT MANAGER / SAFETY PROFESSIONAL

Seeking challenging and rewarding assignments across the industry

PROFILE

- Technically competent, diligent and result oriented Professional **Business Development/Brand Building/Project Manager** experience with over 15 years that covers **existing Operations, implementing effective Systems, Strategies and Processes to promote higher Performance**. Currently leading **M/S. HSE-RM SOLUTIONS** as **Director**.
- Possessing through knowledge in **Safety, Modern Day Technological Advancement and implementation, New Services, Brand Building, Sales & Marketing Analysis, Managing Sales Consulting and Training Business of Company** as well as **Understanding Key Business Drivers**.
- An Acknowledged Leader** with proven strengths in **Managing and Delivering Key Consulting and Training in Occupational Health and Safety**.
- A dynamic, soft spoken **Project Manager Professional** with ability to grasp and understand new areas of work and take higher responsibility.
- Incisive** experience of **Handling Project Planning and Implementation, Manage Technical Process and resolve Technical Issues, Monitoring New Project Information etc**.
- Demonstrated ability to work with and **Support Cross-Functional Project Teams**.
- A **Strong Lead and Motivator**, fostering an atmosphere that encourages highly talented professionals to balance high level skill with **Maximum Productivity, Quality Work and Timely Execution** along with **Exceptional Planning, Execution, Stakeholder Management Skills, Negotiation and Interpersonal Skills**.
- Deft at moving into New Environments and Extrapolate from the existing experience to quickly adapt to new ways fluently**.
- Expertise in Establishing, Tracking and Maintaining Project Schedules**.
- Enthusiastic Individual and an Excellent Communicator**, recognized for ability to establish and **maintain effective Working Relationships, across cross-functional Teams at any levels**.
- A **Keen Planner, Strategist and Implementer** with demonstrated success in end-to-end Project Management and ensuring effective Management of various resources to meet Project Specifications.
- High degree of Interpersonal Communication Skills, Positive Approach and Mindset, Innovative Thinker, Combination of Skills, Academic Excellence and Superior Personal Attributes**.
- Acquired Sound Knowledge in **Working in Competitive atmosphere, experienced in leading a Team & Managing men, Set a goal and striving to achieve with regular Self Appraisal & Evaluation**.
- Proficiency** in Readiness to Face New Challenges and take up Assignments where knowledge, Skill and Ambience together can contribute to betterment.
- Comprehensive understanding** of the **Internal Processes, Organizational Structure of Business and Competition Track** along with **New Technological Advancement and Implementation**.
- Accented with the **Latest Trends and Techniques of the field**, having an Inborn **Quantitative Aptitude, determined** to carve a Successful and Satisfying Career in the **INDUSTRY**.

CORE COMPETENCIES

- ☑ Project Planning and Implementation.
- ☑ Developing Key Relationships.
- ☑ Sales & Marketing Analysis.
- ☑ Risk Assessment.
- ☑ Coordination with Execution Team.
- ☑ Business Drives.
- ☑ Team Motivation & Leadership Skills.
- ☑ Strong Commercial Awareness.
- ☑ Selection of Pharmaceutical Machinery.
- ☑ Managing Marketing Mix.
- ☑ Business Development Skills.
- ☑ Maintain Financial and Commercial Work.
- ☑ Customer Relationship Management.
- ☑ Analytical and Problem Solving Skills etc.

KEY SKILL AREAS

MANAGERIAL SKILLS

- 🌀 Comprehensive understanding of Internal Processes and Organizational Structure of Businesses.
- 🌀 Understanding Key Business Drivers.
- 🌀 Analyzing and Solving Problems.
- 🌀 Taking charge of long term projects.
- 🌀 Managing the Marketing mix.
- 🌀 Able to review the time and resources spent with a prospect client against the return on investment.
- 🌀 Taking Responsibility for Personal Development.

PROJECT MANAGEMENT SKILLS

- 🌀 Leading, Tasking and developing other less experienced Project Management Staff.
- 🌀 Knowledge of Project Management Methodology.
- 🌀 Good Conflict Management and Prioritization Skills.
- 🌀 Manage Technical Process and resolve Technical Issues.
- 🌀 Experience of Working in Multi-Vendor Environments.
- 🌀 Demonstrated ability to work with and Support Cross-Functional Project Teams.
- 🌀 Ability to Manage Multiple Projects Simultaneously and under pressure.
- 🌀 Strong attention to detail and focus on task completion.
- 🌀 Excellent Communication, Team building and Stakeholder Management Skills.
- 🌀 Ability to recognize and respond to opportunities within the business.
- 🌀 Project Planning and Implementation.
- 🌀 Experience in a Client-facing role.

BUSINESS DEVELOPMENT SKILLS

- 🌀 Identify and capitalizing on Opportunities.
- 🌀 Understanding Customer Requirements.
- 🌀 Strong Commercial Awareness.
- 🌀 Networking in a Professional Manner.
- 🌀 Developing Key Relationships.
- 🌀 Identifying Important Decision Makers.
- 🌀 Superb Consultative Sales Techniques.
- 🌀 An Articulate and Experienced Negotiator.
- 🌀 Sound Financial and Commercial Awareness.
- 🌀 Developing successful and Innovative Delivery Methodologies.
- 🌀 Demonstrating Products and Services in person.
- 🌀 Meeting and Selling to Senior Executives.
- 🌀 Conducting Commercial Negotiations.
- 🌀 Maximizing Revenue at every opportunity.
- 🌀 Experience in Selling New Services.
- 🌀 Able to open doors and Initiate relationships.
- 🌀 Knowledge of 'How to get past the Screening Processes' and to be able to Contact Important Decision Makers.

PROFESSIONAL EXPERIENCE

M/s SURE SAFETY INDIA PVT. LTD.

Business Development Leader

Nov' 2015 –Nov.2016

BUSINESS DEVELOPMENT LEADER: *Responsible for Overall Business Development of Training and consulting business vertical of company.*

JOB RESPONSIBILITY AREAS

- Promoting Safety 360. One stop safety solution.
- Developing corporate safety programs.
- Integrated Consulting services for mapping, and compliance of safety.
- Coordinating Events, Brand Building, Marketing.
- Promoting Corporate Training, Audits building sustainable safety culture in industry.
- Understanding key business drivers.
- Analyzing and solving problems.
- Taking charge of long term projects.
- Managing the marketing mix.
- Arranging Safety Training, Audits.

M/s SNEHAL AC & R ENGG. Pvt. Ltd.

Branch Head

Oct' 2014 –Oct'-2015

BRANCH HEAD: *Responsible for Overall marketing & sales of Modular Clean Room Partition, Air Handling Units, Clean Room Equipment's Managing and Delivering Key Projects within agreed Schedules, Budgets and Cost Objectives.*

JOB RESPONSIBILITY AREAS

- Understanding Key Business Drivers, Competition Track along with New Technological Advancement and Implementation.
- Planning & Coordinating Resources and Technical support on site assistance and execution support.
- Marketing and Coordination with Execution Team to develop Various Projects of Pharmaceutical, Chemical and Various Industries related to Clean Room, HVAC, Partition, Clean Room Equipments, BMS and IBMS.
- Turnkey Solution for all related Projects of Industry, Mechanical, Partition, Man and Material Flow Process understanding and Recommendation for suitable solution case to case basis.
- Improving Engineering Process and Removing Bottleneck Errors by Problem Solving Approach, Carrying out detailed process design calculations based on process understanding.
- Giving Direction and Support to project execution team for faster efficient working and completion Order Execution.
- Assisting with Contractual Correspondence for project execution.
- Establishing, Tracking and Maintaining Project Schedules and updating information to customer.
- Analyzing and Solving Problems, Taking Charge of Long Term Projects, Managing the Marketing mix.
- Monitoring New Project and businesses Information as it emerges.
- Tracking Project deliverable using appropriate tools.
- Assessing Project Issues and then Developing Solutions.
- Making sure that projects do not go over budget.
- Assembling and Coordinating Project Staff.

M/s SAGAR RUBBER PRODUCT PVT LTD

Project Manager

Jun' 2012 - Sep-2014

PROJECT MANAGER: *Responsible for Managing and Delivering Key Projects within agreed Schedules, Budgets and Cost Objectives.*

JOB RESPONSIBILITY AREAS

- **Approving the Scope of Works, the Plan and the Target Cost** for each element of a Project.
- **Achieving stated Project Objectives.**
- **Setting clear and attainable Project Objectives.**
- **Giving Direction and Support to Project Team.**
- **Providing Project Reports** to the required standard and deadlines.
- **Planning & Co-ordinating Resources and Technical support.**
- **Assisting with Contractual Correspondence.**
- **Establishing, Tracking and Maintaining Project Schedules.**
- **Monitoring New Project Information** as it emerges.
- **Tracking Project deliverables** using appropriate tools.
- **Assessing Project Issues** and then **Developing Solutions.**
- Making sure that projects do not go over budget.
- **Assembling and Coordinating Project Staff.**

M/s GMP TECHNICAL SOLUTIONS PVT LTD

Gujarat Sales Head (Regional Manager)

Apr' 2011 - Jun' 2012

JOB RESPONSIBILITY AREAS

- **Marketing and Coordination with Execution Team** to develop **Various Projects of Pharmaceutical, Chemical and Various Industries** related to **Clean Room, HVAC, Partition, Clean Room Equipment's, BMS and IBMS.**
- **Turnkey Solution** for all related **Projects of Industry, Mechanical, Partition, Man and Material Flow Process** understanding and Recommendation for suitable solution case to case basis.
- **Improving Engineering Process** and **Removing Bottleneck Errors by Problem Solving Approach**, Carrying out detailed process design calculations based on process understanding.

M/s CHITRA PRECIOUS MECHTECH PVT LTD

Previously: CHITRA PHARMA MACHINERY (PRECIOUS GROUP OF COMPANY)

Head of the Department for Sales, Marketing, Design

Feb' 2009 - Apr' 2011

JOB RESPONSIBILITY AREAS

- **Comprehensive understanding** of the **Internal Processes** and **Organizational Structure of Business.**
- **Understanding Key Business Drivers, Competition Track** along with **New Technological Advancement** and **Implementation.**
- **Analyzing and Solving Problems, Taking Charge of Long Term Projects, Managing the Marketing mix.**
- Able to Review the Time and Resources spent with a prospect client against the return on investment.
- **Process Engineering** and MEP, consultation, with **Technical Design Discussion** on Process Machinery and Sales.

M/s SHREE BHAGWATI PHARMA MACHINERY COMPANY (BHAGWATI GROUP OF COMPANY)

Marketing Manager

Jun' 2006 - Feb' 2009

JOB RESPONSIBILITY AREAS

- Responsible for ensuring that the **Strategy and Commercial Aims of the Company** are totally aligned with its goals operational requirements.
- **Winning Major Client Accounts, Preparing Quotations for Clients** and **Formatting** to present commending and winning proposals for Machines and Systems manufactured.

- 🌀 **Developing Marketing Literature**, coming up with bespoke solution to meet the needs of customers.
- 🌀 **Arranging** and then **giving online Demonstrations, Managing Sales Pipeline** and **Closing Business**.
- 🌀 **Making** a high number of **Daily Outbound Calls** to prospective new clients and promotional suggestion articles and **taking feedbacks from existing clients**.
- 🌀 **Reviewing Customer Feedback** and then **suggesting ways to Improve Processes** and **Service levels**.

M/s REVA PHARMA MACHINERY

Manager- Marketing & Sales

Nov' 2004 - Apr' 2006

JOB RESPONSIBILITY AREAS

- 🌀 **Pharmaceutical Packaging Machinery** and **Chemical Machinery Manufacturing Company**, with a small scale unit in Baroda, having excessive strength in accuracy work and fabrication work.
- 🌀 **Provide Control Solution** to **Packaging Technology**.
- 🌀 **Responsible** for Managing new and existing Accounts and developing them to their full potential to **ensure consistent recurring revenues and business flow**.
- 🌀 Also **In-charge** of providing clients with a service that continually delivers significant value and meets their needs.

M/s CLEANAIR SYSTEMS & DEVICES (HARISH GROUP)

Marketing Manager

Mar' 2002 - Oct' 2004

JOB RESPONSIBILITY AREAS

- 🌀 **In Clean Room Equipments** and **Pharmaceutical Injectable** section line.
- 🌀 **Manufacture of Sterile Area Equipments** sterilizing tunnel filling sealing of vial and ampoule.

TRAININGS ESCORTED

- 🌀 Internal Auditor.
- 🌀 ISO.
- 🌀 Safety Audits.
- 🌀 Clean Room Audits.

CERTIFICATIONS

- 🌀 **Distinction** in *NEBOSH International General Certificate in Occupational Safety and Health (UK)*

ACADEMIC & PROFESSIONAL CREDENTIALS

Diploma in Mechanical Engineering

National Institute of Engineering (NIE), Ahmedabad

PERSONAL DETAILS

Date of Birth: 06th Aug' 1981

Father's Name: Mr. Rakesh Chandra Sharma

Marital Status: Married

Languages Known: English, Hindi and Gujarati.

References: Available on Request
