



KAILASH CHANDRA TRIPATHI

More than 16 years of experience in sales and business development of equipment packages & technologies required on aviation and oil and gas EPC projects. A highly motivated & experienced sales professional who has led teams to integrate within the organizations program, projects and portfolios. Well known for defining and implementing solutions in a dynamic and challenging environment, while building excellent relationships with customers and stakeholders.

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Profile Summary

An astute sales and business development professional having strong business acumen with success in achieving company's goals and objectives supported with growth in targeted revenue. Managing techno commercial bids and functional departments to achieve project objectives. Review bid documents, letter of credits, performance warranty bonds and other requirements according to Tender/Contracts/PO. Reporting to senior management on project expenditures, costs, estimates, budgets, financial forecasts and project schedules. Participating in kick-off meetings, and resolution of critical aspects such as; delivery, commercial and compliance within the requirements. Evaluation of the enquiry/tender and feasibility study for potential project based on SWOT in the target market.

Education

- MBA Oil and Gas from University of Petroleum Energy Studies, grade point average is 8/10, 2016-17.
- Certified project manager **(PMP) 1743382**
- MBA aviation with major on aviation capital equipment & airport fueling from UPES, 2005-07 with 73%
- Bachelor of computer Application from Graphic Era Institute of Technology affiliated to Garhwal University, Srinagar in 2005 with 66%

Area of Excellence

Tender Management	Project Management	Business Development
Budgeting & Revenue Forecasting	Stakeholder Management	Territory Growth Management
Revenue Generation	Key Account Management	Strategic Alliances

Soft Skills

Change Agent	Motivational Leader
Collaborator	Communicator
Thinker	Planner

Career Timeline



Training and Certification

- Trained & Certified by Meggitt on Aviation Fuelling System
- PMP, 1743382- PMI, USA

IT Skills

- MS Office, MS Project, MS Access & Internet Applications

Personal Details

Date of Birth:	15th July 1983
Passport No:	S6615600
Language Known:	English & Hindi
Nationality:	Indian

Feb 2024- Till Date – Sales Manager Fueling and airport systems Dabico Airport Solutions India Private Limited**Highlights:**

- *Lost a project to competition worth 60cr, first project on which i had bided while learning about products, technical capability, performing internal SWOT and external, potential threats analysis*
- *Review the competitor's pricing intelligence framework to understand target market best practices.*
- *Sales of airport hydrant systems, strategized to win all major airport projects out for award (Bhogapuram, Guwahati, Jaipur, Cochin) cumulative order value of 28 cr was booked after joining on fuel hydrant system*
- *Sales on airport system – Electrical 400 hertz mobile power units cumulative order value of 3.8 cr was booked after joining*
- *Business development activities and bidding on projects worth 32 CR, with a confidence level of achieving at least 80% of the target value.*

Feb 2022 - Dec 2023 – AGM Sales & Service, Millennium Aero Dynamics Pvt limited**Highlights:**

- *Recovered payments of 2.5CR from AIASL which were due pre and post covid*
- *Heading the service team in Delhi, secured the project, lead and executed 1st diesel to electric conversion project on conveyer belts, Pan India level project.*
- *Explored new business opportunities on refurbishment of GSE involving major overhauls*

Sept 2019-Oct 2020- Contech Engineering LLC as manager Business Development, oil and gas division

- *Pressure vessels – U Stamp & U2 stamp, Heat Exchangers, ASME Fire tubes, Boilers.*
- *Piping & Spools, API tanks, Bullet tanks, Skid structures.*
- *Establishment of the oil and gas division, development of marketing literature, managing senior stakeholders and presenting business cases to senior management to influence decisions on project bids.*
- *Development of department policies, procedures and integration with the ERP software*
- *Assisting the CEO and director operations on new business development opportunities related to services*

Feb'15- Sept 2019 with Metron Oil & Gas, Jebel Ali Free Zone as Manager Sales & Operations

- *An effective communicator with exceptional relationship management skills with ability to relate to people at any level of business.*
- *Provide detailed analysis and research insight of the target market and projects, to identify trends and opportunities to drive improvement in core KPI's.*
- *Collaborate with the financial planning team for long & short-term budgeting plans.*
- *Development and ownership of the revenue forecast based on available market projections.*
- *Chemical injection- Corrosion inhibitor*
- *Expanded business for engineering, procurement and construction in sectors like oil & gas and power project running on natural gas.*
- *Negotiated new possible alliances based on project technical & financial requirements, meeting deliverables, managing bids in terms of prices & quality.*
- *Partnered with strong & reliable mechanical fabricators resulting in deeper market penetration, assisting to expand economies of scale.*
- *Fielded technical team on aspects entailing product feedback, post-sale inspections, competitor's products comparison & technical discussions.*
- *Monitored prospective clients, mapping client's requirements; post service activities and resolving customer grievances.*

Highlights:

- Successful qualification of the company in ADNOC group, TAKREER, NPCC and other companies.
- Maximized market share and revenue by breaking ground for the company since inception in UAE, 2013. Secured 1st project in 2015.
- Site visits with relevant key stakeholders on one of our EPC project at ORPIC's refinery in sohar, terminal expansion project, the project was bided from our UAE office in collaboration with the head office in Greece, value was around 47 million euro.
- Developed target markets and established successful plans, thereby securing our 2nd project of 1.9 million USD with ADCO for 7 chemical injection skids and 17 metering skids in Oman for 5 million euro.
- Spearheaded our first EPC project in UAE on engineering, procurement & construction basis, storage tanks for a depot of ADNOC distributions in RAK, 2016.
- Generated sales of worth 10 million euro from a project of DEWA, SITC of diesel fuel oil supply skids (19) along with a natural gas buffer storage system package, 2019.
- Collaborated with internal and external stakeholders to acquire technical and customer information to enable effective pitching for new business accounts.

Jun'12-Jan'15 with GBA Products Limited Company, Jebel Ali Free Zone as Manager Marketing

Business development and sales, aviation and marine fuelling equipments & system packages to EPC companies.

Highlights:

- Exploited new markets & secured 1st overseas airport project for the company, worth \$1 million in KSA, Riyadh airport for a USA based principle.
- Enhanced sales revenue by bagging the biggest order in company history for airport fuel hydrant valves (220 Units) order value 1.5 million USD.
- Organized a refurbishment project of, 3qty, 20-ton marine loading arms. Handling a team of 20 people while finishing the execution as per the expectation of client to create customers' delight.
- Ensured, commissioning of 3 helicopter refueling systems on UAE naval ships assisting the commissioning engineer from Germany.

Sep' 08-May'12 with Millennium Aero Dynamics as Associate Manager Sales (Airports)

- Fostered 35 global principles / manufacturers of airport systems, aircraft & ground handling equipment.
- Yielded as a service engineer for aviation fuel hydrant valves, rendering services to various oil companies in India.
- Administered sales of spares & equipment while ensuring warranty management.
- Documented database of equipment under warranty & documenting service report of vehicles within warranty time frame.
- ITB, Post ITB bid management & contract management.
- Implemented operations pertaining to E-Tendering.
- Integrated clients and the various agencies engaged in the project for documentation & onsite work completion certifications for milestone-based payments and project closures.

Highlights:

- DIAL Terminal 3 Project, Installation, Commissioning and Testing of Bridge Mounted GPU and PCA on all 75 Aerobridges.
- Successfully bided for ARFF tenders @ MIAL, BAPL & CIAL airports in India.
- Successfully bided for equipment's for runway maintenance (rubber and paint removal) Chennai and Hyderabad.
- Supply Installation Testing and commissioning of aviation fuel hydrant pit boxes & hydrant Valves, HP & LP at T3 Delhi International Airport.