

## ARUN MAMMEN THOMAS

### **OBJECTIVE:**

To work in an organization, which is at the forefront in technical excellence worldwide, wherein, I can get the opportunity to continuously develop my technical and professional expertise in the field of Petrochemical Engineering and Project Procurement / Sourcing (Oil & Gas), and prove to be a valuable asset to the organization.

### **CAREER CONTOUR:** *(Total Work Experience: 10 years, 4 months)*

- ***From Jan. 2012 to Present (5 years, 10 months): Presently working as Sr. Engineer - Project Sourcing & Procurement in the Trading & Contracting division of Petroleum Equipment Technology Co. WLL (PETCO), Ahmadi, Kuwait.***

**Petroleum Equipment Technology Co. (PETCO)** is one of the most prominent wholly owned Kuwaiti trading companies, and is a leader when it comes to supplying Equipments and Services to the Oil, Gas, Petrochemical and Power industries in Kuwait.

#### **Current Responsibilities include:**

- ❖ Acting as the Agent for the following reputed Principals, and handling all their Business activities for the Territory of Kuwait:
  - **NOV Fiber Glass Systems (NOV FGS), Singapore** - GRE, RTRP, Fiberglass Pipes and Fittings (*Ameron / Bondstrand*)
  - **Exheat, UK** - Electric Process Heaters
  - **TK Corporation, South Korea** - Pipe Fittings & Induction Bends
  - **Felix Tech, South Korea** - Flanges
  - **H. Butting, Germany** - Stainless Steel Welded Pipes
  - **Liquip, Australia** - Loading Arms and Terminal Equipments
  - **MCC Chemicals, USA** - Oilfield & Refinery Chemicals
  - **Eesiflo, Singapore** - Ultrasonic Flowmeters & Water-Cut Meters
  - **Donaldson, UK** - Filters & Filtration Systems
  - **Applied Engineering, Singapore** - Pig Launcher-Receivers, Pigs, Heat Exchangers, Pressure Vessels
  - **HKC, South Korea** - Electric & Pneumatic Actuators
  - **Abdulla Fouad Impalloy Co., Saudi Arabia** - Cathodic Protection
  - **Morimatsu Shanghai, China** - Pressure Vessels, Reactors, Columns
- ❖ Promoting the products / services of the Principals to all potential clients and thereby generate enquiries.
- ❖ Identifying markets for the Principals' products / services, through various strategic marketing initiatives.

- ❖ Developing Business Plan for the Principals, that includes annual budgeting, sales forecasting and product planning.
- ❖ Analyzing Client requirements and providing appropriate & feasible solutions.
- ❖ Sourcing and New Business development by conducting market survey for assessing and identifying local market demands.
- ❖ Preparation and signing of exclusive Agency Agreements with the Principals.
- ❖ Arranging for Seminars and Technical Presentations, enabling the Principals to introduce their new technologies and products to major Clients.
- ❖ Advising the Principal on business opportunities, market trends and competitor activities.
- ❖ Pre-qualifying the Principals' products / services with all relevant authorities such as Kuwait Oil Company (KOC), Kuwait National Petroleum Company (KNPC), Joint Operations Wafra, Ministry of Electricity & Water (MEW) etc.
- ❖ Preparation and arranging for the submission of tender bids and other quotations, and follow-up on outstanding offers and proposals.
- ❖ Coordinating the execution of orders, and organizing local inputs such as manpower, equipment and services required to execute the orders, either in-house or through sub-contract arrangements.

➤ **From Jan. 2008 to Dec. 2011 (4 years):** *As Jr. Engineer - Project Procurement in the Design & Engineering division of Safwan Petroleum Technologies Co. WLL (SPETCO), Ahmadi, Kuwait.*

**Safwan Petroleum Technologies Co. (SPETCO)** is an ISO 9001/2000 certified EPC Contractor, owning and operating Production and Process facilities in the upstream Oil & Gas sector for KUWAIT OIL COMPANY (K.O.C.) and providing services like Artificial Lift, Well testing services and various other production optimization services to the upstream Oil & Gas sector throughout the Middle East region.

**Projects Handled:**

- Gas Compression Services for GC-16 and Gas Re-injection at Minagish, West Kuwait for Kuwait Oil Company (K.O.C.) (*Engineering Consultant: M/s. Saipem Triune Engg. Pvt. Ltd., New Delhi, India*)
- Gas Sweetening Facility, West Kuwait for Kuwait Oil Company (K.O.C.) (*Engineering Consultant: M/s. Royal Engineering Services, Texas, USA*)

**Major Responsibilities included:**

- ❖ Preparation of Material Requisitions/RFQ's (Request for Quotations) based on Project Specifications and Client requirements, for all Process equipments including:
  - Pressure Vessels
  - Flares, Burnpits & Incinerators
  - Heat Exchangers
  - Pumps
  - Pipes, Pipe Fittings & Flanges
  - Pig Launcher-Receivers
  - Control Valves & Safety Relief Valves
  - Shutdown & Blowdown Valves
  - Chemical Injection packages

- ❖ Floating of Material Requisitions/ Enquiries to KOC Approved Vendors, both International as well as local representatives.
- ❖ Techno-Commercial Evaluation (TBE/CBE) of Vendor Offers.
- ❖ Participation in Techno-Commercial negotiation meetings with Vendors.
- ❖ Organization of and participation in Contract award negotiations.
- ❖ Coordination of Project activities with Clients and Sub-contractors.
- ❖ Coordination of Engineering activities based on Client requirements and Project specifications, with Detailed Engineering Consultants and Vendors.
- ❖ Follow up with various departments for timely completion of activities.
- ❖ Technical review and approval of Vendor drawings and design documents, inline with relevant KOC Standards and Specifications.
- ❖ Follow up with Vendors for timely delivery of materials and services.

➤ ***From July 2007 to Dec. 2007 (6 months): As Graduate Engineer Trainee (GET) - Projects in the Projects division of VA Tech Wabag Ltd., Pune, India.***

**VA Tech Wabag** is an international systems supplier offering a complete range of water and wastewater technologies, having experience in successfully executing many treatment plants worldwide.

**Responsibilities included:**

- Study of Enquiries/ Understanding of requirements.
- Interaction with Clients for technical details required for working on the enquiries.
- Floating of Enquires to approved Vendors.
- Preparation/Review of the detailed offers and Cost estimates.
- Technical discussions with Clients, Consultants and Vendors.

**ACADEMIC QUALIFICATIONS:**

| <b>Qualifying Examination</b>   | <b>Name of the Institution</b>                     | <b>Examining Body</b>     | <b>Year of Passing</b> | <b>Class / Percentage</b>       |
|---|--|---------------------------|------------------------|---------------------------------|
| <b>Masters in Business Administration (M.B.A.) - Project Management</b> | Sikkim Manipal University (SMU-DE), Sikkim, India. | Sikkim Manipal University | 2012                   | <b>Distinction</b><br>(Grade A) |
| <b>Bachelor of Engineering (B.E.) - Petrochemical Engg.</b>             | Maharashtra Institute of Technology, Pune, India.  | University of Pune        | 2007                   | <b>Distinction</b><br>(75.13 %) |
| <b>Higher Secondary School Certificate (H.S.C.)</b>                     | Loyola Junior College, Pune, India.                | Maharashtra State Board   | 2002                   | <b>Distinction</b><br>(86.00 %) |
| <b>Secondary School Certificate (S.S.C.)</b>                            | Loyola High School, Pune, India.                   | Maharashtra State Board   | 2000                   | <b>Distinction</b><br>(87.46 %) |

## **ACADEMIC ACHIEVEMENTS:**

- Secured **First Rank** in Third Year (T.E.) Petrochemical Engg. in Pune University with an aggregate percentage of **75.73 %**.
- As part of the curriculum for Petrochemical Engineering, have taken courses in **Refining Operations, Natural Gas Technology, Petrochemical Processes, Refinery Process Equipment Design** and **Petroleum Exploration and Production Operations**.
- Achieved '**Award of Merit for Excellence in Academics**' in Secondary School, awarded by the Department of Private Education, State of Kuwait.
- Presented Final year B.E. Project on "**Enhanced Oil Recovery (EOR) by Alkali-Surfactant-Polymer (ASP) Flooding**".
- Won several prizes and certificates in **Quiz, Debate, Essay-writing** and **Singing** competitions at School and College level.

## **PERSONAL DOSSIER:**

- **Date of Birth:** 17<sup>th</sup> September 1984
- **Place of Birth:** Kuwait
- **Sex:** Male
- **Marital Status:** Married
- **Nationality:** Indian
- **Hobbies:** Music, Quizzing, Travelling
- **Languages Known:** English, Hindi, Arabic, Marathi, Malayalam
- **Driving License:** Holding valid Kuwait Driving License

## **COMPETENCIES:**

- Ability to grasp and learn quickly.
- Strong oral and written communication skills.
- Ability to build up and work in a team.
- Readiness to take on responsibilities.
- Cost consciousness and Negotiating skills.
- Strong leadership qualities, planning and organizational skills.

I hereby declare that all the information provided above is accurate and true to the best of my knowledge.

**Place:** Kuwait

**Date:** 31<sup>st</sup> October, 2017

**Arun Mammen Thomas**