

# Sushana Adurthi

## Technical Sales and Project Management - Oil and Gas

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### PROFILE

A seasoned professional who can work unsupervised, utilizing many years of experience gained in performing different roles. With more than 6 years of experience in technical Business Development and Sales in the Oil and Gas industry, working closely with *market leaders*, I have executed several multi-discipline Projects globally and secured multiple projects in my Business Development role. Experienced in the field of technical services and business development, has allowed me to leverage myself as a thorough professional, adept in designing customer centric solutions securing multiple projects. Having worked for major Oil & Gas Service companies, within multi-functional revenue generating teams, with an inherent personal trait of delivering results in collapsed time frames.

Recognized for working collaboratively within teams to evaluate and improve project development, management processes and associated resources while maintaining positive partner relationships. Streamlining and handling development, contracting, execution and monitoring of a variety of projects, while developing solutions to overcome barriers has been His forte. Astute in developing best methods for project management activities and determine the optimal sequence of operations. My expertise stretches into performing and implementing the mitigation plan for expediting the schedule, monitoring and revising schedules for contractors. Proven track record of turning around businesses by scaling up operations and growing revenues multi-fold, backed by a tight focus on costs. Communicate a clear, strategic sales vision, effectively training and coaching both veteran and junior sales team members. Cultivate excellent relationships with new prospects and existing customers. Recognized as thorough leader by team members who are consistently nurtured and groomed to become high revenue driven professionals.

### WORK EXPERIENCE

July 2016-Till Date

Sales Executive

XYZ EQUIPMENT TRADING LLC, UAE

July 2015 - Dec 2015

Business Development Executive (B2B)

ABC ENERGY PVT LTD, CHENNAI

Aug 2011-March 2013

Business Development Executive (B2B)

ABC ENERGY PVT LTD, CHENNAI

### CURRENT SCOPE OF WORK

- Remain as the Technical Advisor to customers.
- Work with Regional and District Managers to develop strategies to increase market share in their respective area of responsibility
- Provide market intelligence of customer and competitor activities
- Serve as mentor to junior level Technical Sales Representatives
- Develop and maintain relationships with current customers and establish relationships with new customers
- Enhance company profitability by successfully selling products and services at *specified customer and location centric strategies*.
- Daily interaction with customers
- Learn and report on customer's activity plans.
- Provide customer feedback on various aspects of Service quality.
- Serves as liaison between Halliburton Energy Services and the client through all phases of the deal.
- Create a steady revenue pipeline / forecast.
- Perform duties in an Optimization role from time to time as necessary to support the customer and organization.

### PROJECT MANAGEMENT

- End-to-End Project Management
- Infrastructure Management
- Solution Implementation
- Service Delivery Management
- Service Revenue Management
- Quality Assurance & Control
- Risk Management
- P&L Accountability
- Budgeting / Cost Control
- Client | Stake Holder Management
- Vendor Management & Negotiation

- Resource Development
- Team Management
- Safety and Quality Systems
- Documentation
- Contract Management
- HSE Procedures Knowledge
- Detecting Dangerous Conditions
- Reviewing Safety Procedures
- Disseminating Information To Various Departments
- Training Need Analysis

### SALES EXPERTISE

- Strategic Planning & Execution
- New Business Acquisition
- B2B Business Expansion
- Margin and Revenue Growth
- Market Analysis & Research
- Multifunction Team Management
- Strategic Alliance
- Sales Channel Distribution
- Market Analysis
- Key Accounts Management
- SWOT Analysis

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## SCOPE OF WORK

### AS A SALES EXECUTIVE

#### XYZ EQUIPMENT TRADING LLC, UAE

- Responsible for handling Heavy Machines for industries such as Upstream and Downstream petroleum, Fabrication industries etc.
- Making Cold Visits and fixing appointments with the clients for generating Leads and inquiries.
- Taking Product Presentation to Clients about the products and specifications for their operations.
- Consulting with Manufacturing companies who may require machines with special technical specification for their material handling and operations
- Coordinating with Manufacturer for such requirements.
- Understanding the customers need by making research through quantitative method to enhance the product sale.
- Visiting various sectors across Northern emirates in UAE.
- Liaising with Sales Coordinator for the preparation of Quotation and Sale Orders.
- Making Regular follow-ups with the clients for Account Receivables.
- Following up with the customer for after sales service.
- Maintaining Key Accounts Customer, Existing customer and generating of new customer database.
- SAP is used to update the status, customer's data, clients visit and to analyze the pipeline of clients list. .
- Key Performance indicator is used to measure my individual potential every month which includes my target, Clients visit etc.

## SCOPE OF WORK

### IN PROJECT MANAGEMENT

- Develop the initial project scope, preliminary schedule, and portions or all of budget for renewable energy projects.
- Coordinate with the project engineering and development team, host customer, subcontractors, design engineers, state & local permitting authorities, local utilities, and management team bridging project development and execution activities.
- Conduct site audits to collect required data, validation of preliminary project scope with an emphasis on delays, issues.
- Source and qualifying new subcontractors for implementation of projects and services in various markets across the as determined by project location.
- Assist in the development of technical RFP/RFQ proposals including technical writing, customer meetings, and oral presentations.
- Provide daily administrative and technical management of renewable projects delivery.
- Knowledge of full project accounting, project schedule and tracking, reporting, quality management and internal communication is important.
- Support full project budget, project schedule, and develop/articulate scope of work to subcontracting community.
- Demonstrate knowledge/compliance with the Company's financial policies and procedures to include revenue recognition policies and project set up rules. Serve as a liaison between the development team and team.
- Occasional interface with customers managing relationships, contracts, and customer satisfaction. Demonstrate professional demeanor, and communication skills as a representative of .
- Regularly monitor and track assigned project performance and cost estimates to improve pre- process and results on future projects.
- During development before handoff, manage vendors, subcontractors, and managers (site superintendents) to ensure quality control and project delivery on time and within budget, while meeting or exceeding customer expectations.
- Schedule management; update draft schedules to reflect current information, monitor critical path activities, and track outstanding items. Work with team to validate assumptions, transfer ownership and accountability of schedule as project transitions to .
- Ensure compliance with company, industry, trade, and jurisdictional safety standards, practices, codes.

## ACADEMICS

- 2013- 2015 AMET UNIVERSITY MBA (Oil and Gas Management) with First Class
- 2007- 2011 ANNA UNIVERSITY B.E (Instrumentation and Control Engineering) with First Class

## ACADEMIC INTERNSHIP

### HINDUSTAN PETROLEUM CORPORATION LIMITED, HYDERABAD - Sales & Marketing - Jan 2015 - Mar 2015

- Developed and Implemented market research strategy for Auto LPG Division. Conducted the customer need analysis through qualitative and quantitative research and reported the findings to the management which improved the sales by 35%
  - Logistics coordination of LPG from refinery to retailers.
  - Analyze the opportunity and risks in the project.
  - Contract analyzes with existing retail LPG distributors within the region
  - Implementing various promotional strategies to increase the sales among the competitors.
  - Preparing report on individual retailers using SWOT analysis.
  - Examine the sales factors used by competitors.
  - Introducing promotional offers to increase the sales.
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