

Abhik Pal

B.E. (Civil), Advance Diploma in Business Management (35 years total experience; 30 years in Tata group)

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After a 35 year stint in the industry achieving success for self and the organization, it is my long felt passion to provide training and impart my experience to youngsters and experienced to reinforce their knowledge in their respective fields of Management and Engineering

Core Competencies

Leadership Management
International Marketing
Contracts Management
Bidding Strategy & techniques
Project Financials & MIS
Project Health Management
Strategic Management

Academics

Advance Diploma in Business Management - Institute of Management Technology, Ghaziabad, India

Diploma in Business Management - Institute of Management Technology, Ghaziabad, India

Business Professional Programmer (DOEACC 'O' Level) – DoE, Govt. of India

Basic Programmer - Computer Society of India

Bachelor of Engineering (Civil) - University of Calcutta, India

Profile Summary

- **Former Executive Vice President and Head of Transmission & Distribution (T&D) – Global, in Tata Projects Limited, India**
- Was responsible for the P&L Account of T&D with revenues of USD 350 Million plus and double digit margins.
- Successfully led Business Acquisition of USD 3200 Million plus during 2007 – 2017 as **Head of Business Development** - Global
- Steered growth of 10% CAGR in revenues and 20% CAGR in profits during 2017 – 2019 (December) as Head of T&D
- Expertise in Business Development (Global), Project costing, Strategic Pricing, Budgeting, Estimation & Tendering, Contracts & Bidding Management and Procurement Strategy
- Have acumen in analyzing Project Financials and Business MIS
- Knowledge in contract administration, forming Joint Ventures, Pre-bid and Post award tie-ups.
- Root cause analysis for finding solutions to problems.

- **Some key Achievements :**
  i) Business acquisition globally for USD 3200 Million plus as Business Development Head.
  ii) Double digit PBT margins amidst fierce competitive market.
  iii) Growing T&D to USD 350 Million plus in revenues
  iv) Creating Low Voltage Distribution Business Unit and growing the Unit to a USD 150 Million plus revenue in two years' time.
  v) Signing off five MoUs with Ministry of Energies in West Africa for projects against Buyers Credit Scheme of Exim Bank of India.
  vi) Awarded the biggest ever single order in T&D's history for USD 136 Million in Ethiopia

Career Timelines (30 years in Tata Group)

TATA Projects Limited (2007 - 2020)

Former Executive Vice President and Head (T&D) - India and Overseas

Tata Power (2002 - 2007) and Tata International (1990 - 2002) : Marketing and Business Development (Global)

Gherzi Eastern Ltd (1989 - 1990); Research Engineers Pvt. Ltd. (1987 - 1989); Acme Consultants Pvt. Ltd. (1984 - 1987) - Design Engineer & Software Programmer

Experience Profile

- Responsible for P&L Account as **Head** of T&D in Tata Projects Limited (2017-20)
- Lead the Business Development and Tendering team for Business acquisition as **Business Development Head** during 2007-19
- Lead **International Business** team to identify and book international orders
- Monitor and facilitate Project Management team to achieve desired project financials
- Work with CTC team to analyze costs and ensure desired profitability
- Help SCM team for new vendor development and establish supplier partnerships
- Associate with Contracts team to address contractual issues, settle claims and finalise JV agreements
- Work with Finance team on Business MIS and actions to be taken to improve financials
- Faciliate Quality, Safety, Sustainability and Business Excellence teams to perform

Certifications:

Int'l Trade & Export-Import Management**:** Indian Institute of Material Management, Kolkata

PPP in Indian Infrastructure; Challenges & Opportunities**:** IIM, Lucknow

MDP - Managerial Effectiveness**:** IIM, Kolkata

Advance Leadership Program**:** IIM, Ahmedabad

FIDIC - Management of Contract Claims and Resolution of Disputes**:** CEAI, Mumbai

MDP – International Business Development**:** Indian Institute of Foreign Trade, New Delhi

Managing Construction Site**:** Construction Industry Development Council, New Delhi

Interests

- Reading Management and Health books
- Exploring new places
- Watching sports and movies
- Listening to music
- Playing the Harmonica and Guitar
- Training Corporates and MBA / Engineering students

Ashik Pal