

# B.JOHN SAMUVEL

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## CARRER SUMMARY

With 6+ years of experience in Proposals/ Cost Estimation for Oil& Gas Projects, Offshore & onshore Projects, Petro Chemical Projects, Water Treatment, etc., working towards the company satisfaction, completing them by fulfilling the requirement scheduled within the deadlines, with dedicated effort, motivation and team spirit.

## PROFESSIONAL EXPERIENCE

- Presently working as a **Engineer-Proposals and Estimation for SEKO Middle East FZE(A Group of SEKO SpA, Italy)**, since 2013 to till date.
- Worked as a **Engineer-Proposals for Milton Roy India Pvt Ltd, Petronash Engineering Service Pvt Ltd(A Group of Petronash FZE, Dubai)**
- Worked as Engineer-Application Engineer for **Titanium Tantalum Products Limited, India**, Since 2009 to July-2011.

## FIELD EXPERIENCE:- (SEKO SpA , Milton Roy India & Petronash FZE)

- Preliminary study of the tender/enquiry and the basic scope of supply & concept of the system.
- Understand client's requirement and basis for the Pump/system design and selection.
- Selecting the pump requirement as per the data given in the RFQ
- Preparation of PID, Equipment and instruments data sheets, Lay out drawings, Spare lists, Experience reference list.
- Obtain offers from sub vendors within shortest span of time for chemical injection packages.
- Evaluate the vendor offers/ documents.
- Technical and commercial evaluation of sub suppliers offers for the main equipment.
- Preparation of Technical offer including Pump data sheet, Instruments data sheet, compliance statement, quotation check list, deviations/clarification/important notes, scope of supply & work, equipment specifications & exclusions.
- Cost estimation of the system, insuring all items are covered in the costing part also estimation of man powers, overheads, transportation required to execute the offered project/system.
- Techno-commercial clarification with the client(After evaluation by the client)

- Attend as required lessons learnt meetings with operational and finance departments and implement the findings in the costing sheet and tender preparation process
- Post order correspondence with internal team members.
- Attend the project hand over meeting with Project and procurement team for the awarded project.
- Assist the Project and procurement team during the execution of the project.
- Creation of Job order and Entering BOM in SAP after the award the project –in SAP Modules
- Coordinate with clients and project team after getting award of projects.

#### **ADDITIONAL ROLE:**

- Coordination for after Sales and Service for chemical dosing pumps.
- Co-ordination with various departments for client Prequalification activities and got achieved in many EPC customers including ADMA OPCO.
- Conducting and participating many seminars for our Dosing pumps
- Successful conduction of sales Stalls in ADIPEC 2013,2014 etc..

#### **Codes & Standards**

- API Code
- ASME Code
- ASTM Code

#### **Major Projects Handled**

##### **Chemical Dosing pumps & Packages:**

JO WAFRA Project, Reliance Project, SARB-4-Adma OPCO, GPC-Egypt, Oxy-Oman, ONGC, Ummlulu phase-2(ADMA OPCO),ADNOC Group, etc.,

##### **Chemical Dosing packages**

- Balnaves Field(FPSO) Application  
End user: Apache, Australia
- Khuff Gas and Unayaz wells  
End user: Saudi Aramco, Saudi Arabia
- Shah Gas Development Project  
End user: GASCO, UAE
- Takreer Ruwais Refinery Expansion Project #3 project off sites and utilities  
End user: TAKREER, UAE
- Manifa onshore Oil well sites

End user: Saudi Aramco

- Tapis Offshore A, B, C Platform  
Client: Exxon Mobil
- Khabarovsk Refinery Hydro-Processing Project, Russia  
Client: Technicas - Reunidas, Spain
- EPC for ASAB FPD Project  
Client: Petrofac, Sharjah
- Jubail Export Refinery  
Client: Rotary Engineering, Singapore
- Amal Steam expansion Project  
End User: Worley Parson-PDO

### **FIELD EXPERIENCE:- (Titanium Tantalum Products Limited)**

- Preliminary study of the tender/enquiry and the basic scope of supply & concept of the system.
- Study of tender specifications and feasibility analysis for the proposing of electro-chlorination in place of Gas chlorination technology.
- Understand client's requirement and basis for the system design and selection.
- Preliminary design and equipment sizing for Electro-chlorination system.
- Preparation of Piping and instrumentation drawings, Layout drawings, skid overall dimensional drawings for electro-chlorination system.
- Obtain offers from sub vendors within shortest span of time.
- Evaluate the vendor offers/ documents.
- Technical and commercial evaluation of sub suppliers offers for the main equipment.
- Floating enquiries to acquire quotations for mechanical, electrical equipment includes pumps, valves, pipes, softeners, Transformer- Rectifier unit etc.
- Preparation of technical and commercial offer for Brine based as well as Sea water based Electro-chlorination system.
- Preparation of Technical documents including dully filled compliance statement, flow chart, calculation list, quotation check list, deviations/clarification/important notes, scope of supply & work, equipment specifications & exclusions, Electrical load list, Instrument lists etc..
- Cost estimation of the system, insuring all items are covered in the costing part also estimation of man powers, overheads, transportation required to execute the offered project/system.
- Submission of Techno-commercial offer to the Proposal manager for comments and approval.
- Techno-commercial clarification with the client(After evaluation by the client)
- Communicating with clients to find the gaps in the offer submitted and revising the same with respect to their requirement.
- Attend as required lessons learnt meetings with operational and finance departments and implement the findings in the costing sheet and tender preparation process

- Post order correspondence with internal team members.
- Attend the project hand over meeting with Project and procurement team for the awarded project.
- Assist the Project and procurement team during the execution of the project.
- Creation of Job order and Entering BOM in SAP after the award the project –in SAP Modules
- Coordinate with clients and project team after getting award of projects.

### Codes & Standards

- API Code
- ASME Code
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### Major Projects Handled

#### Sodium Hypochlorite Generator Packages

Reliance Jam Nagar, Adani Power plant, Tata Engineering Limited, Meekashi Energy , Jindal Steel Plant, Krishnapattinam Project, ONGC(5 platform-remodualtion project), HPCL, HNPCL, Essar, Indian oil Company, Water treatment plant for Metito, Veolia, Doshion, Vatech Wabagh,

### ACADEMIC RECORDS

B.E, Electrical and Electronics Engineering      Grade: **First Class with Distinction**  
College: SACS-MA.V.M.M Engineering College      Year-2005-2009

### HONORS

1. Got **Bronze** medal for Academic Proficiency during my college days(2005-2009)

### TRAINING PROGRAM

1. MCNOLD Electrical Equipments-Madurai
2. Power Grid-Madurai

### OTHER SKILLS

1. Basic in Auto cad
2. Basic Knowledge in SAP

## PERSONAL PROFILE

Date of Birth : 21.06.1987.  
Sex : Male  
Languages known: English, Tamil  
Nationality : India  
Marital Status : Married.  
Passport No : H6009172, Valid up to 2019.

I hereby declare that the information furnished above is true to the best of my knowledge.

Place: UAE  
Date :

Yours Faithfully  
JOHN SAMUVEL B