



# SHYAMALA GOWRI NATARAJAN

## Specialist in Global Sales, Business Development & Project Management

Chennai, IN.



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## Specialist

in Global Sales, Business Development & Project Management

## B.TECH.

Chemical & Electro-Chemical Engineering

## 20+

Years of Experience

## M.B.A.

Finance

## PGXPM

Pursuing

## IT

proficiency in MS Office, MS Project and End User experience in MM and PS modules of SAP.

## Certified

in MS Projects and PRINCE2 Practitioner

### EXPERIENCE

#### Project Pursuit & Business Development Head – Specialty Valves & Actuators

Asibatech Enterprises Private Limited, Chennai

Apr'22 to till date

**Products:** specialty Valves, Pipe fittings and Engineered Products in High grade Stainless Steel, Urea Grade material, Inconel, Super Duplex, Titanium & other Exotic Material for severe services and critical applications.

Responsible to offer expert techno commercial solutions in selection of appropriate products for the most critical applications by partnering with several reputed International manufacturers of Valves and Pipe fittings, who are specialized in supply of high end products for severe service applications for Offshore/ Onshore Oil & Gas, Refinery and Petrochemical, Power, Fertilizer, LNG, Defense and Aero Space industry.

Responsible for end-user approvals for the International manufacturers

#### Head – Projects and Customer relations

LSI-MECH Engineers Private Limited, Chennai

May'21 to Mar'22 (11 months)

**Product:** Metallic Expansion joints

Lead a team of Project managers, commercial and logistics resources. Responsible for end to end Order to cash process. Key result areas: Techno-Commercial contract review, Clean Order booking, Scheduling, On-Time Delivery, Documentation, Collection and Project closing.

#### Assistant General Manager - Projects

L&T Valves Limited, Chennai (Industrial Valves)

Apr'19 to Apr'21 (2 years)

**Product:** Industrial Valves

- Customer Post-Order Engagement / Order Fulfillment
- Profit margin protection or improvement through effective Contract Management
- Time Bound Invoicing, Revenue Recognition, Timely and impeccable Documentation
- Drive and achieve Monthly Collection Targets; reduce cash cycle
- Key account manager of all L & T Hydrocarbon Projects

#### Head – Projects

BGR Energy Systems Ltd, Chennai (Power Projects Division)

Jan'18 to Oct'18 (8 months)

- Managed the Project Budget and ensure company obtains the best possible pricing; determine and minimize the risk in buyout processes & reduce the cost
- Reviewed budgets, cost estimates and cost forecasts; conducted audits on contractor's costs and schedule performance to ensure accuracy and efficient use of resources

#### Senior Manager – Projects

GEA-BGR Energy System India Limited, Chennai

Dec'11 to Dec'17 (6 years)

**Product:** Condenser Tube Cleaning system & Debris Filter

Handled Projects with prestigious Korean & Japanese EPCs like Doosan, Daewoo, Samsung, Daelim, POSCO, GS E&C, Hyundai, Mitsubishi & Toshiba.

JC Valvulas (ME) FZC,  
Sharjah, UAE

BGR Energy Systems  
Limited, Chennai

LSI-MECH Engineers Private  
Limited, Chennai

2004

2008

2011

2018

2019

2021

2022

L&T Valves,  
Chennai

GEA-BGR Energy System  
India Ltd., Chennai

L&T Valves,  
Chennai

Asibatech Enterprises  
Private Limited, Chennai





## Senior Sales Engineer

JC Valvulas (ME) FZC, Sharjah, UAE (Industrial Valves)

Sep'08 to Sep'11 (3 years)

Responsible for Pre-sales & Post Sales operations for UAE, Qatar & Kuwait market. Responsible as a Key account manager for Petrofac, Sharjah. Leading team for Pre-Sales & Post sales activity for UAE, Qatar & Kuwait market. Preparation of pre-qualification documents for registering with Oil companies in Middle East.

## Senior Sales Engineer

Larsen & Toubro Limited, Chennai (Industrial Valves Division)

Jun'04 to Aug'08 (4.2 years)

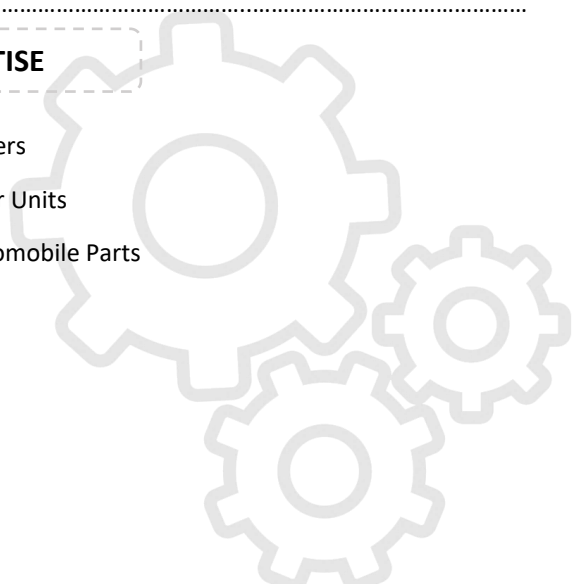
In charge of Ball valve business (Pre-sales, Contracts & Post-sales) for EMEA market

### ACCOMPLISHMENTS

- Largest Order booking of Euro 8.2 Million Euro
- Appreciated as CHANGE MANAGEMENT EXPERT by GEA-BGR Energy System Top management.
- Received Letter of appreciation from Mitsubishi Hitachi Power Systems, Japan Senior buyer for ON-TIME completion of Guacolda-5 project.
- Received the STAR PERFORMER AWARD for ON-TIME Project execution at GEA-BGR Energy System.
- Selected as top talent and transferred to BGR Energy System (Power Projects Division).
- Lowered Project execution time by streamlining procedures, implementing KPIs, and improving communication among engineers and stakeholders.
- Received letter of appreciation from CEO of Dodsai - UAE acknowledging my technical and team management expertise.
- Consistently identified as top talent for 3 years and nominated to work with Boston Consulting Group on L&T's ambitious 5-year LAKSHYA Program aimed at strategic development.

### AREA OF EXPERTISE

- Specialty valves & Actuators
- Expansion Joints
- Condenser Tube Cleaning System
- Debris Filter
- Boilers
- Gear Units
- Automobile Parts



I look forward to a mutually beneficial business relationship where we can translate our shared goals into commendable results.

**Shyamala Gowri N,** Vice President - Global Sales of Genie Global Group

