

Prakash Maharaj

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Creative, logical and critical thinker, problem-solver, a go-getter, valuable negotiator, result-oriented leader. Successful record of proactive and visionary leadership, turnaround situations, and ramping-up large team

- ✓ High integrity, focused and dynamic leader
- ✓ Known for professionalism & creating cohesive team
- ✓ Diverse expertise with a hunger and passion for growth, profit and satisfaction
- ✓ Broad-based expertise in technical, supply chain management, project management (infrastructure)
- ✓ Proven ability to quickly analyze and resolve, to inspire & motivate team, to organise, execute and monitor
- ✓ Carried out operational foreign assignment and held diverse portfolios in Indian Navy

20+ years' experience in the Indian Navy in the field of Electrical & Electronics, Repair & Maintenance, Supply Chain Management, Project Management, Human Resource & Material Management, Training, Budgeting, Contracts, Projects, Financial Planning and Infrastructure Projects.

Areas of excellence & expertise include:

- Leadership & Training
- Strategic Planning & Execution
- Delivering Projects On-time, In-budget
- Material Planning & Tracking
- Repair & Maintenance
- Negotiation Skills
- Man Management
- Speed of Execution
- Creative & Sustainable Solutions
- Performance Analyser
- Resource Deployment
- Communication & Writing Skills

EXECUTIVE HIGHLIGHTS

- **Discovered capability gaps and systemic pitfalls, initiating creative and sustainable solutions** to fill gaps in supply chain and operations.
- **Financial planning and execution for strategic and operational acquisitions** for the Indian Navy in alignment with business requirements. of purchase of Navigational aids, Sensors, and various other electrical equipment. **Cost implication - 40 million USD**
- **Delivering Technical Infrastructure Projects On-time, In-Budget worth 550 million USD** – Successfully ensured timely execution & completion of strategic technical infrastructure projects to cater to the needs of the Indian Navy upto 2020.
- **Strategic Planning & Execution** - Restructured process covering project schedule, and co-ordinated resource deployment, material planning & tracking, for the completion of refit of ship INS Jalashwa (ex-USS Trenton) the largest amphibious platform of Indian Navy, much ahead of its schedule (in record span of 10 months as against 14 months earmarked), thereby saving significant time (30%) and cost.
- **Conceived and formulated Long Term Infrastructure Perspective Plans (LTIPP)** – Conceptualized, planned and prepared Navy's futuristic induction plan till year 2030 - cost of plan **950 million USD**. The plan catered to future induction platforms, associated manpower, consequent security & safety including the resources required to sustain the enormous plan.
- **Executed first-ever 'mission' sensitive project in the history of the Indian Navy** involving a team of 250 workforce working 24x7 for 45 days having far-reaching operations & maintenance implications.
- **Development & Procurement of Knowledge-Based Management System**, ensuring awareness & safe exploitation of equipment thereby increasing MTBF and reducing downtime of equipment by 80% thereby increasing the efficiency of end-users.

CAREER HISTORY & ACCOMPLISHMENTS

Electrical Trials and Modification Authority, Mumbai, India (Joint Director Technical & Admin)

Jun 2018 – Jul 2020 (2 years)

- Undertook the challenge to improve the efficiency of the department by restructuring the team & introducing the right skills and experienced staff to focus on the respective specialized field.
- Subsequently, figured out the steps to ramp up a large team, mapped out the phases and milestones critical to ensure process timelines met whilst executing assignment.
- Report templates were streamlined in consultation with all stakeholders for better data organisation and comprehension. The rejig of template catapulted the productivity by almost 70%.
- Undertook procurement of three different state-of-the-art electronic equipment worth 0.7 million USD post identifying, in-depth analysing, conceptualizing, and freezing the technicalities. The procurement entailed consultation with academia, industries, and OEMs to ensure seamless and safe exploitation of electronic equipment. The equipment was configured in such a way that it obviated manual intervention by over 90%.
- Induction of equipment led to increase in MTBF by over 80% & reduction in unplanned downtime.

Material Organisation, Mumbai, India (Joint Controller Procurement)

Sep 2016 – Jun 2018 (2 years)

- Financial planning and procurement of Navigational aids, Sensors, and various other electrical & electronic equipment for Indian Naval Ships and Submarines to a tune of approx. 40 million USD.
- Negotiated contracts worth 25 million USD with International firms viz. Northrop Grumman, Raytheon, Consilium.
- Undertook independent assessment of supply chain management system, recommended mitigating measures to prevent losses to the exchequer to the tune of approx. 1 million USD in just 1 year.
- 87 techno-commercial contract negotiations held with OEMs, local firms including public and private enterprise. Approx. 1.7 million USD savings to exchequer post negotiations.
- Increase in Purchase Orders by over 70%, increase in Rate Contracts by over 30% and a jump of over 120% in the total order values.
- Handled both Revenue and Capital Budget of the largest logistics organisation of the Indian Navy to the tune of approx. 150 million USD.

Indian Naval Warship Jalashwa (ex-USS Trenton), Visakhapatnam, India (Electrical Officer)

Aug 2015 – Sep 2016 (1 year)

- Restructured process covering project schedule, and co-ordinated resource deployment, material planning & tracking, for the refit management of ship and ensured completion in about 30% less timeframe. The scope entailed co-ordination with various stakeholders viz. supply chain management, financial advisors, administrative authorities, refitting authorities, public and private enterprises, deliverables of spares/equipment on time to enable seamless execution.
- Led a team of 150+ people towards successful operations, maintenance and training on state-of-art equipment to sustain operational readiness of the largest amphibious platform of the Indian Navy.
- View ageing platform, undertook spare procurement to the tune of 0.5 million USD in span of just over six months as an advance backup to meet refit timelines and to sustain operational commitment. This entailed formulating of Statement of Case, vetting of RFP, e-tendering, vendor engagement view product obsolescence, technical vetting, techno-commercial discussion, order placement & delivery.

CAREER HISTORY & ACCOMPLISHMENTS

Naval Dockyard Visakhapatnam, Visakhapatnam, India (Manager Dockyard Projects)

Sep 2011 – Aug 2015 (4 years)

- Conceived and formulated Technical Infrastructure Perspective Plans for Indian Navy 2015-2030 to cater to Navy's futuristic induction plan, the associated manpower, services and security, at an anticipated cost of approx. 950 million USD (Capital Budget). The scope involved extensive planning, identifying the technical details of equipment and its associated maintenance assets cum test bench requirements including training of personnel to sustain operations. This entailed discussions with concerned stakeholders including liaisoning with OEMs and public/private partners to arrive at the most optimal infrastructure.
- Instrumental in conceiving, planning and supervising execution of Infrastructure projects worth 550 million USD. This necessitated preparing a blueprint, collaborative negotiations, & strictly follow timelines by tracking individual project tasks, dependencies including resources, and identifying critical paths to better understand the progress.
- Extensive study of technical requirements for the need of the state-of-art equipment in consultation with stakeholders including OEMs, formulated scope of work (duly factoring installation, spares supportability, training, various clauses viz. AMC, option clause, repeat order clause, fall clause, risk option clause, tolerance clause, LD clause, mode of quality inspection etc), preparation and vetting of RFP, manual and e-tendering followed up with conclusion of contract with L1 firm. Concluded approx. 350 contracts during the stint as Project Manager.

Previous Career History:

Appointments

Staff Officer (Electrical), Headquarters, India	Jul 2008 – Sep 2011 (3 years)
Electrical Officer Indian Naval Warship Sharda, India	May 2007 – Jul 2008 (1 year)
Deputy Electrical Officer, INS Kattabomman, India	Apr 2005 – May 2007 (2 years)
Electrical Officer, Floating Dock Navy-1, Srilanka	Apr 2004 – Apr 2005 (1 year)
Deputy Electrical Officer, Indian Naval Warship Nirupak, India	Aug 2001 – Mar 2004 (3 years)

Education/Courses/Training

Electrical Specialisation course, Jamnagar, India	Aug 2000 – Aug 2001 (1 year)
Nuclear, Biological, Chemical Defence including Damage Control (NBCD) Trg	Jul 2000 (1 month)
Logistics including Supply Chain Management Training, Mumbai, India	Jun 2000 – Jul 2000 (2 months)
Naval Academy, Goa, India	Jan 2000 – Jun 2000 (6 months)
Bachelor of Technology (EEE) (Govt. College of Engineering Thiruvananthapuram, Kerala, India)	Aug 1994 – Apr 1999

Awards / Achievements:

2016 – Awarded with the Best Electrical department in the Eastern Fleet of Indian Navy.

2007 – Awarded with "The Chief of the Naval Staff" Commendation for executing a unique project in Indian Navy for the first time in its history having far reaching implications on its operations and maintenance.

Social Awareness / Activity:

2015 - Unprecedented scale of door-to-door community serving post-Cyclone "Hudhud" in Visakhapatnam, India.

2006-2008 - Conducted coastal cleanship events in eastern fleet of Indian Navy to generate social awareness. The event involved a group of 1500 personnel.

2004 - Led a team of 06 Officers and 80 Sailors for 10 days on a 50 nautical mile "Godavari River- Sea expedition", India, to inculcate esprit-de-corps.