



CONTACT:

Aicha Bah-Diallo

Project Leader "Get ready to connect"

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Subject: Participant Number

www.jumpp.de/projekte/connect

Participant

No.: Connect_013

Target Position:

Project Engineer / Project
Manager

PROFILE

- Project Engineer and Business development professional with an Electrical & Electronics engineering degree and 14 years of progressive experience in the power transmission and electrical infrastructure sector.
- Experienced in bid management, contract administration, project coordination, stakeholder Management and client relationship management.
- Promoted from Engineer to Deputy Manager through consistent performance and increased responsibilities.
- Seeking opportunities in project engineering, project management, technical sales, business development, bid management, application engineering or project coordination.

PROFESSIONAL EXPERIENCE

PROJECT ENGINEER & PROJECT MANAGEMENT

BHARAT HEAVY ELECTRICALS LTD. (BHEL), INDIA

2013-2026

Electrical & Electronics Engineer

Career Progression

- **Deputy Manager** | 2020 – Feb 2026
- **Senior Engineer** | 2016 – 2020
- **Engineer** | 2012 – 2016
- **Engineer Trainee** | 2011–2012

Key Responsibilities & Achievements

- Managed business development for an expanding portfolio of Power Transmission and Distribution solutions, securing new customer accounts, winning new orders and managing contract renewals.
- Managed budgeting, Cost estimation, proposal preparation, pricing negotiations and delivery planning for Transmission & Distribution projects.
- Certified Internal Auditor for ISO 9001-2015 Quality Management Systems.
- Led techno-commercial tendering and contract management, including proposal preparation, cost estimation, commercial review, risk assessment and successful execution of contractual deliverables.
- Coordinated cross-functional teams across Engineering, Procurement, Production, Quality and Finance while solving commercial and technical issues through effective stakeholder management to ensure on-time project delivery.
- Prepared and presented business cases to senior management, including market opportunity assessment, demand – supply analysis, competitive benchmarking and industry analysis for new business opportunities.
- Built and maintained strong client relationships by serving as the primary interface for technical and commercial discussions, analysing customer feedback and recommending business improvements.
- Prepared project schedules, look-ahead plans and weekly/monthly progress reports while overseeing project reporting to support effective decision-making, timely invoicing and cash-flow management.

KEY SKILLS AND CHARACTERISTICS

- Project Management
- Business Development
- Bid and tender Management
- Contracts Management
- Stakeholder Management
- Client relationship management
- Cost Estimation and Proposal preparation
- Market and Business Analysis
- Power Transmission & Distribution
- Cross-functional Team coordination
- Budgeting and Forecasting
- MS Office - Advanced (Excel, PowerPoint, Word)
- SAP – End user

ACHIEVEMENTS

- Young Executive award (2017)
 - Promoted from Engineer Trainee to Deputy Manager through three promotions on performance
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LANGUAGE KNOWN

- English – Professional proficiency
 - German – B1 Telc certified (Currently pursuing B2)
 - Tamil – Native
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- Conducted supplier and site inspections, negotiated with vendors and ensured quality and commercial compliance for electrical equipment.
- Successfully managed progressively large product portfolios, customer accounts and commercial responsibilities through three promotions from Engineer Trainee to Deputy Manager.

ELECTRICAL MACHINE MAINTENANCE, BHEL, INDIA.

2011-2013

- Ensured reliable operation of critical production machinery through preventive and corrective maintenance activities.
- Planned and executed preventive and corrective maintenance while minimizing production downtime.
- Developed maintenance strategies and procedures to minimize equipment downtime while ensuring compliance with installation and commissioning standards.
- Diagnosed equipment failures, identified root causes and implemented effective corrective actions.
- Managed quality inspections and prepared technical specifications for procurement of electrical components.

EDUCATION

BACHELOR OF ENGINEERING

ELECTRICAL & ELECTRONICS ENGINEERING

COLLEGE OF ENGINEERING GUINDY, ANNA UNIVERSITY – INDIA

2007-2011

CGPA: 8.7/10

ELIGIBLE TO WORK IN GERMANY | VALID WORK VISA