

JANGALA SRINIVASA RAO

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PROFESSIONAL OBJECTIVE:

Experienced Operations Manager-Projects with a demonstrated history of working in the Landscaping Industry and Well diversified career. Skilled in Operations Management which includes Tendering and Contracting, Operations Management, Strategic Business Planning, Negotiation Communications, Tendering and Contracting, Estimate Preparation and Vendor Selection, Project Management, Budgeting and Cost Control, Billing and Settlement, Site Execution, Customer Service, Feasibility Studies and Training and Education - Design & Construction (Irrigation, Softscape, Hardscape and Swimming Pools & Water-features). Strong Program and Project Management Professional with solid graduate education.

Now, I look forward to the next chapter in my professional life, which will allow me to leverage my unique expertise, parlayed with my entrepreneurial vision.

WORK SUMMARY:

1. Aug'2018 – Till date: Working as **Operations Manager – Projects** in **Progressive Irrigation Systems Pvt. Ltd.**, Hyderabad - India.
2. Jun'2016 – Jun'2018: Worked as **Operations Manager - Projects** in **Desert Landscape Co. LLC.**, Dubai – United Arab Emirates. **(Promoted)**
3. Aug'2014 – May'2016: Worked as **Project Manager – Landscaping** in **Desert Landscape Co. LLC.**, Dubai – United Arab Emirates. **(Promoted)**
4. Oct'2013 – Jul'2014: Worked as **Irrigation Manager** in **Desert Landscape Co. LLC.**, Dubai – United Arab Emirates.
5. Jul'2012 – Sep'2013: Worked as **Sr. Landscape Engineer** in **Emaar Properties PJSC.**, Dubai – United Arab Emirates.
6. May'2008 – Jul'2012: Worked as **Irrigation Engineer** in **Desert Landscape Co. LLC.**, Dubai – United Arab Emirates.
7. Jan'2005 – Apr'2008: Worked as **Design Engineer (Irrigation)** in **Jain Irrigation Systems Limited.** Hyderabad - India.
8. Sep'2004 – Jan'2005: Worked as **Project Manager** in **BHC Agro (India) Pvt. Ltd.**, Hyderabad - India. **(Promoted)**
9. Mar'2002 – Aug'2004: Worked as **Irrigation Engineer** in **BHC Agro (India) Pvt. Ltd.**, Hyderabad – India

CORE COMPETENCIES:

- ❖ Strong Business Networking, Strategic Planning, People Management skills
- ❖ Expert in Feasibility Study, Market Research and Analysis
- ❖ Capable of handling Multiple Projects concurrently (Residential / Commercial / Municipal / RTA etc.,)
- ❖ Excellent Co-ordination with Consultant / Client's Representatives
- ❖ Expert in Contract Management and Administration in Compliance with the company policy and FIDIC – Residential/Commercial/Municipal Projects etc.,
- ❖ Expertise in Bid Evaluation, Value Engineering (Technical / Commercial negotiations)
- ❖ Expertise in Project Management, Budgeting, Cost Evaluation and P/L Operations
- ❖ Schedule and Monitor Performance Measuring - Budgets to Actual costs
- ❖ Expertise in Resource Planning (Men, Material and Machinery)
- ❖ Highly mindful of Safety and Security procedures in all the projects using various Equipment and Material
- ❖ Knowledge in NOC application procedures from various Gov't Authorities (DM, DEWA, RTA, Du, Etisalat, Dusup etc.,)
- ❖ Work well in High Pressure Environment
- ❖ Team Lead in Cross-cultural Work Environment
- ❖ Excellent Inter-personal, Problem Solving and Team Building skills
- ❖ Recruitment, Training and Staff Development
- ❖ Good exposure to Project Management Lifecycle (Kick-off Meeting to TOC & DLC) including Tendering and Contracting, Estimate Preparation, Vendor Selection, Cost Controls, Billing and Settlement
- ❖ Specialist in Designing, Installation, Operation and Maintenance of various Irrigation Systems and its Automation in Residential & Commercial Landscaping, Golf Courses, Sports Pitches, Nurseries and Vertical & Roof Gardening Sectors
- ❖ Specialist in Hydraulic Calculations, Irrigation Scheduling, Designing & Installation of Pump Stations ranging from 5M³/Hr to 1000M³/Hr discharge capacity
- ❖ Acquired experience and proficient in Landscape Planting & its maintenance (Palms, Trees, Shrubs, Ground Covers, Seasonals and Turf) and Crop Science
- ❖ Acquired experience and competent in Hardscape (External Paving, Planter, Crazy paving & Stone Pitching) Finishing works, Retaining walls and Pergolas & Wooden structures
- ❖ Acquired experience and competent in Construction of Swimming Pools, Water features and Lakes.
- ❖ Acquired experience and competent in Pump room electrification works (LV panels with Soft-starters and multiple VFD, Cable tray, and associated equipment) and External Landscape Lighting.
- ❖ Acquired experience and exposure in Logistics and Fleet Management (Equipment and Vehicles)
- ❖ Knowledge in all Material and its Suppliers, Procurement Policy and Procedures
- ❖ Proficient in Dry Land Agricultural development starting from Land preparation to Post Harvest Technology.
- ❖ Proficient in Green House Technology and Management.
- ❖ Skilled at learning new concepts quickly and communicates ideas clearly and effectively

ORGANIZATIONAL EXPERIENCE:

Aug'2018 – Till date: Working as **Operations Manager – Projects**
in **Progressive Irrigation Systems Pvt. Ltd.**, Hyderabad - India.

KEY RESPONSIBILITIES:

- Board Role under direct supervision of the General Manager
- Manage a Landscape Irrigation Design & Construction company, involved in small to large scale projects all thru the State of Andhra Pradesh and Telangana - India.
- Interface with local planning, operating, finance, legal organizations to meet all local requirements, and create a positive relationship with community and civic leaders
- Ensure the company meets customers' requirements consistently with a proper management information system to monitor demands, prices and market behavior
- Review and approve the company's marketing, financial, budgetary and administrative plans and procedures prior to their submission to the General Manager / Board of Directors for final approval.
- Develop and recommend long, medium and short term strategies and sales targets in line with the resolutions taken by the Board of Directors.
- Direct involvement of various company department (Projects, Technical, HR, Finance, Procurement, Logistics, and Admin...etc.,)
- Set-up Cost Control System and Project Budget manual based on established Company's Chart of Accounts and Project Expense items
- Manage bid selection, defined bidding criteria, estimates, & securing funding to perform the projects
- Proper management and reporting for all the projects
- Major role in planning and budgeting the company projects and expansion plans
- Preparing proposals and offers for clients and all necessary documents
- Attend Technical and Commercial Negotiations with clients to get the projects
- Follow up all works in the projects and preparing monthly reports.
- Find the solutions for any problem facing in the projects.
- Establish strong rapport and long term relationship with client through frequent meetings and evaluations
- Estimate and forecast, consolidate and request of all resources Men, Material and Machinery
- Upkeep of Construction and Maintenance equipment for the assigned project. Developing and implementing a routine maintenance check of all machinery and garden equipment
- Review financial statements and prepare actual vs. budget variance analysis
- Direct and control the daily operational activities of the projects with a focus on financial performance
- Search, Develop & Coordinate with vendors. Skilled at learning new concepts quickly, working well under pressure, and communicates ideas clearly and effectively.

Jun'2016 - Jun'2018: Promoted and Worked as **Operations Manager - Projects**
in **DESERT LANDSCAPE CO. LLC.**, Dubai – United Arab Emirates.

KEY RESPONSIBILITIES:

- Direct Responsible for leading, managing and training a team of 3500 people of different capacities from various Nationalities, Employee Welfare and Appraisals
- Representing as the Senior Management Interface for communicating and negotiating with Clients and as an Authorized Decision Maker
- Direct responsibility for entire operations including finding potential customers, technical discussions and support for products selection through value engineering, and project execution to achieve the market goal
- Assist in evaluating Capital Expenditures, Proposals / Review and Justification; Recommend solutions to above problems where possible
- Managing and developing Company Projects Performance for achieve the deliverable in line with the Organizational Policies, Principles and Objectives
- Establish a system of a projects procedure incorporating structures, standards, processes, documentation and reporting, which fits the needs of each project and puts emphasis on the quality of decision making and timely project delivery
- In-Charge of Facilitation of a Highly Effective and timely Change Management Program to get an early Warning Indicator
- Managed the Day-to-day Operations and the Company Vision for Expansion, and Growth
- Guiding and supervise the Project Managers, Procurement Manager, Finance Manager and Technical Manager (Irrigation / Electrical / Civil) as required for completing all projects with in the project timelines to achieve set growth and profitability.
- Review and Approve all Bills – LPOs, Petty Expenses for Project Construction and Maintenance.
- Monitored and evaluated each Project Cost / Man-hour performance on Weekly and Monthly basis and prepare Executive Summary Report to Top Management
- Review and Approve Bids / Project Estimates prior to submission.
- In-Charge of Contract Evaluation and Contract Negotiation
- Monitor competitive terms and customer satisfaction with our terms and conditions and contracting practices. Recommend changes.
- Negotiate the best credit terms in order to obtain the maximum benefits to the Company.
- Review and Analyzes budget reports for Project Managers detailing Obligations, Commitments, Actual Expenses, Funds Availability and Year-End Accrual Information
- Periodic Analysis of Project Manpower Requirement Projections against Available Resource to be able to initiate in-kingdom sourcing arrangements with project management and/or personnel requisitions for out-of-kingdom sourcing by HRD
- Timely Allocation, Distribution and Assessment of Material, Machinery and Manpower resource to Project in accordance with Qualification and Skills requirements

- Managed a team of NOCs / Permits application and approvals from different Gov't Authorities and Quality Control
- Weekly meetings with clients to be sure they have not any issues on work
- Attend / Arrange Technical and Commercial Meetings with Sub-Contractors, and Weekly Progress Meetings if required by Client / Project Managers
- Establish and Manage effectively a Planning and Progress Control System in order to complete the project according to the internal baselines and in compliance with the contractual dates and requirements
- Monitor and Controlling the progress throughout the construction process and compare with the projected schedule of works
- In-Charge of setting-up Cost Control System and Project Budget Manual based on established Company's Chart of Accounts and Project Expense Items.
- Responsible for the preparation of the Project Controls Execution Plan, Project Controls Procedures and Coordination of the Monthly Progress Report
- Analyzing Cost Revenue Trends and Reporting Problems or Potential Problems to Project Managers
- Responsible for oversight of Progress Measurement Activities as well as Client Reporting and Invoicing Activities (Interim and Final Payment Claims)
- Managed the Construction Projects and insured the Projects are on time and on Budget
- Prepare and processes Substantial Completion (TOC) and Final Acceptance of paperwork necessary for contract extension, renewal or closeout (DLC).
- Lead the Project Cost Control Unit in the preparation of terminal cost reports upon completion of project and collaborates with Finance & Accounting Department for the preparation of Profit & Loss Statement of completed projects

Aug'2014 - May'2016: Promoted and Worked as **Project Manager – Landscaping** in **DESERT LANDSCAPE CO. LLC.**, Dubai – United Arab Emirates.

KEY RESPONSIBILITIES:

- Leading and Managing Landscaping Construction and Maintenance Projects (Residential, Commercial, Municipal and RTA expressway)
- Preparation of Program of Works, Site Access, Material Delivery Plan, Manpower histogram and Mobilization of Resources
- Review, Submit and Follow up Materials, Shop DWGs, MOS, ITPs submittals until getting the approvals from Consultants / Client Representatives
- Arranging NOCs and Permits from concern Gov't Authorities
- Read, Interpret and Compare Shop Drawings and Construction Drawings with Tender Drawings and Specifications to accurately understand all the elements and Variations if any due to Site Conditions
- Prepare Sub-contractors Scope of Works & Review Sub-contractor's Invoices
- Layout Project Activities for both Immediate needs (Daily / Weekly) and Long-term needs (Month)
- Manage Material Selection and Mock up Preparation and Approvals
- Attend / Arrange Daily / Weekly Meetings with Clients, Consultants and Team
- Oversee Construction Managers, Site Engineers, Supervisors and Sub-contractors to ensure the Project Timelines, Goals, and Deadlines are met in an Efficient and Satisfactory manner
- Prompt Monitoring, Controlling and Reporting Project Material, Machinery and Manpower Census, Movements and Utilization according to given Plan
- Fill out daily and monthly reports as required by Client or General Manager
- Preparing Monthly Progress Report and attend site coordination meetings with Authorities, Client, Consultants, and Sub-contractors
- Following up Progress Reports, Procurement Procedure and Invoicing(Interim Payment Applications) during Project life
- Review Client's Payment Certificates and Follow up for the Payments
- Interact with Client Representatives regularly to communicate Project Progress, Answer questions, Resolve issues, Escalate issues if any
- Review and Analyze all Drawings, Materials, Schedules and Program of Works
- Ensuring that the Site Works are carried out in accordance with Specifications
- Capture accurate project data in a clear and uniform fashion to assist with job Costing, Purchasing, Billing and other requested needs
- Phasing Handing-over Plan and Co-ordination
- Evaluate As-built drawings and submit to the client and coordinated with the site Inspection Team to make sure that it matches all site changes, Highlighted Projects and Prepare the claims for VO with EOT if required
- Hire and train new crew members on proper Installation Techniques, safety, communication, quality, productivity and other aspects of the business to ensure a safe and profitable work place
- Prepare and Manage periodic Landscape Maintenance Schedule in DLP
- Prepare and process Substantial Completion (TOC) and Final Acceptance of paperwork necessary for contract extension, renewal or closeout (DLC).
- Review and submit the Final Payment with Retention Claim Application and Close-out

Oct'2013 – Jul'2014: Worked as **Irrigation Manager**
in **DESERT LANDSCAPE CO. LLC.**, Dubai – United Arab Emirates.

KEY RESPONSIBILITIES:

- Managerial Responsibilities; Read, Interpret the Irrigation Tender Drawings and Specifications and Pricing / Estimation
- Attending Site Visits, Tender Meetings and Requesting Technical Clarifications if any
- Lead, Monitor, Control and Guide Technical Engineers to undertake their tasks actively.
- Full responsibility for reviewing and delivering Irrigation System Designs for ongoing projects. Coordination and distribution of tasks to the Irrigation Engineers (Designing & Site Execution)
- Prepare Method of Statements for all Irrigation activities
- Review and Recommend Selection of Material to be used according to the Project Specifications
- Review & Approve Irrigation Shop Drawings, BOQs and As-built Drawings for Submission
- Review & Approve Irrigation Schedules, Hydraulics and Pump Station Designs
- Attend all Technical discussions with Clients and Consultants.
- Liaise with Suppliers and Manufacturers
- Project Management including, scheduling of works, material procurement, and onsite installation
- Managed Surveying, Mapping, Designing, Installing and Operation & Maintenance of various Irrigation Systems (Drip, Bubblers, Sprays, Sprinklers or Rotors Reel Irrigation, Centre Pivot Irrigation) with Automation including Weather based Applications. Using Rainbird, Hunter, Toro, Weathermatic, Grissworld, K-Rain & Logic-Plus, Buckner, Kiffco, and Zimmatic
- Prepare, Review and Approve Hydraulic Calculations, Irrigation Scheduling, Designing & Installation of Pump Stations ranging from 5M³/Hr to 1000M³/Hr discharge capacity. Used Flowtronix, Watertronix, Goulds, Grundfos, Lowara, Kirlosker
- Managed Designing and Installation of various Auto-backwash Screen and Gravel Filtration Systems used in Landscaping & Golf Courses ie., VAF, Orival, Tekleen, Yamit, Azud, Sati, STF and Fluidra etc.,
- Managed Design & Installation of All kinds of Electrically Operated Master Control Valves, PRSV, PRV, Check Valves, Flow Control Valve, Float Valves, and Flow Sensors (Mechanical / Electromagnetic Flow Sensors) etc.,
- Conduct the necessary Technical Training for the workers crew who deal with the Irrigation System Installation works.
- Prepare detailed Design Drawings, Specifications, BOQ, Resource Estimated and Timetables (Design and Build Projects).
- Prepare sub-contractors scope of works & review sub-contractor's work and invoices
- Review quantity survey and discuss with consultant for getting approval.
- Preparation and Evaluation Variation orders and submission to client thru PM
- Conduct Testing and Commissioning and Handing Over of Irrigation System
- Prepare Operation and Maintenance Manuals

Jul'2012 – Sep'2013: Worked as **Sr. Landscape Engineer**
in **Emaar Properties PJSC.**, Dubai – United Arab Emirates.

KEY RESPONSIBILITIES:

- Provide technical input to the ECM team in 101 Emaar Communities in Dubai.
- Assisting the Landscape/ irrigation Manager in Tendering of Landscape & Irrigation Maintenance Packages.
- Attend meetings at all levels from ECM team, service providers through to site supervision staff of service providers.
- Audit all ECM Landscape & Irrigation Assets.
- Implemented a routine garden maintenance program that includes a general system on garden maintenance such as periodic fertilization, cleaning/ cleaning operations, regular plant cutting and pruning, pest and disease control and management.
- Execution & Supervision Landscape & Irrigation Maintenance as well as Minor Projects.
- Day to day maintenance & up keeping of gardens.
- Horticulture plant production planning and controlling.
- Attending to Inspection Requests right from Site Clearance, Excavation & Disposal. Irrigation Mains & Sub mains laying, Installation of Solenoid Valves & Controllers. Set out of Palms, Trees, Shrubs, Ground Covers, Seasonals & Lawns.
- Evaluation, checking & approval of Inspection Requests.
- Review and Approve Shop Drawings.
- Working on Handing Over by coordinating with service providers to resolve snags.
- Working on Issuing of Taking over Certificates.
- Inspection of Palm Trees before entering to Emaar Jurisdiction to prevent the infestation of Pests & Diseases.
- Inspection of all Emaar Maintenance Packages by checking Monthly Activity Reports/PPM Schedules.
- Attending Tenants (Villa Owners) complaints related to Landscape & Irrigation through ECM coordinators.
- Closing the Service Requests before the Resolution Period.
- Coordination with projects dept., consultant and contractors.
- Preparing detailed snagging report for all the communities and to make action plan for rectification.
- Daily coordination with ECM team for site issues. Regular joint inspections between ECM team & service providers.
- Follow up of Planned and Preventive Landscape Maintenance.
- Verification of repairs and replacement request from SP Tracking of taking over snags.
- Compiles asset registers, where appropriate and development information to predict future capital expenditure.

May'2008 – Jul'2012: Worked as **Irrigation Engineer**
in **DESERT LANDSCAPE CO. LLC.**, Dubai – United Arab Emirates.

KEY RESPONSIBILITIES:

- Designing of Irrigation Systems, Irrigation Scheduling and Selection of Pumps
- Preparing Shop Drawings, Material Submittals and Method Statements comply with project specifications and maintain quality standards for all projects.
- Reviewing the Landscape & Irrigation drawings for general notes, Irrigation layouts, Irrigation arrangements, Irrigation sections, Calculation sheets and Irrigation modeling.
- Professionally Design and develop effective irrigation system conducting hydraulic design calculations and identify the friction losses and pump capacity required
- Design schematic, diagrammatic drawings, scaled plan drawings, and scaled details
- Troubleshoot issues arising during installation and the use of the irrigation system.
- Evaluated and determined Net Irrigation Requirements.
- Utilized effective Irrigation Equipment, Materials and Design methods.
- Maintained on-site observation of the installation.
- Provide both cost analysis information and product information.
- Prepare Breakdown for all items in BOQ for get approval from consultant.
- Efficiently and professionally manage Technical/ Irrigation and fabrication team.
- Prepare all document requirements for the project (IR, MIR, TR, JSI and MS).
- Supervise the Earth work at the project as giving the instructions about Cleaning, Backfilling of Pure Sand, Leveling and Compacting, Supervise and Implementation of the Irrigation System.
- Arrange for the type of Gravel needed for Drain System, Geotextile and Soil Mixture, Projects
- Monitor the projects are executing as per specification and design.
- Review and approve PR for Irrigation material required for projects.
- Attending co-ordination meetings with Client / consultants for technical clarifications.
- Carry out Testing and Commissioning of Irrigation System and proper Hand over of completed projects.
- Assisting Estimation department in tendering/pricing of Landscape and Irrigation projects.
- Liaise with Suppliers and manufacturers.
- Technical Evaluations / Auditing Skills
- Problem Identification and Finding Solutions
- Introducing New Technology and Concepts

Jan'2005 – Apr'2008: Worked as **Design Engineer (Irrigation)**
in **Jain Irrigation Systems Limited.**, Hyderabad - India.

KEY RESPONSIBILITIES:

- Designing of Irrigation Systems for large areas using Tank/ Canal/ Open wells and Tube well water to cultivate All most all Agriculture / Horticultural crops like Sugar Cane, Ginger, Mango, Papaya, Rose, Jasmine, Gherkin, Baby Corn, Banana, Vegetables and some of the medicinal crops Coleus, Lemon Grass etc.,
- Designing of Irrigation and Drainage systems for Large Agricultural and Horticultural Farms and Resorts.
- Design and Construction of Agricultural Farm Structures.
- Designing of Reel Irrigation and Centre Pivot Irrigation System.

Sep'2004 – Jan'2005: Promoted and Worked as **Project Manager**
in **BHC Agro (India) Pvt. Ltd.**, Hyderabad - India.

KEY RESPONSIBILITIES:

- Guiding team of people involved in this project like Field Managers, Hydro-Geologist, Irrigation Engineer, Agronomists, Marketing Officers, and etc.,
- Dealing with Govt. Officials and Bankers.
- Liaison with Different Suppliers and Buyer.
- Conducting Training programs and awareness camps to the Farmers on different aspects of Agricultural, Irrigation and Rural Infrastructure practices.

Mar'2002 – Aug'2004: Worked as **Irrigation Engineer**
in **BHC Agro (India) Pvt. Ltd.**, Hyderabad - India.

KEY RESPONSIBILITIES:

- Surveying and Mapping of the field.
- Designing of Irrigation Systems.
- Liaison with Irrigation Companies.
- Installation of the system.
- Maintenance

ACDEMIC PROFILE:

- Feb' 2015 : **Executive Management Program** in Stepping into Leadership,
Indian School of Business (ISB) – Hyderabad, India
- 2013-15 : **Post Graduate Diploma in International Business,**
Acharya Nagarjuna University – Guntur, A.P-India
- Oct' 2014 : **Diploma in Contracts Management,**
National Institute of Labour Empowerment and Management – Chennai,
- Feb' 2013 : **Certified Internal Auditor – ISO EMS 14001,** LRQA – UK
- May' 2012 : **Certified Factory Trainee** – Auto-backwash Filters (Design & Troubleshoot)
M/s Yamit Europe – The Netherlands
- Jun' 2011 : Passed **Certified Landscape Irrigation Auditor (CLIA)** Exam conducted by
Irrigation Association – USA
- 1997 – 2002: **Bachelor of Technology** in Agricultural Engineering,
Acharya NG Ranga Agricultural University – Hyderabad, India
- Jun' 2000 : **Water Resource Management Trainee** on Agriculture Mechanization
Central Institute of Agriculture Engineering – Bhopal, India.

ACHIEVEMENTS:

- 2015 EPIC Award – Best Innovation Award (Desert Group)
- 2016 EPIC Award – Best Manager (Desert Group)
- 2004 Best Employee Award – Dept. of Horticulture, Gov't of Andhra Pradesh

TECHNICAL SKILLS:

- Computer Knowledge :
 - i. Operating Systems : Windows XP & 7.
 - ii. Application Software : MS-Office, C' Language, Visual Basic 5.0/6.0, Microsoft Dynamics AX
 - iii. Data Base : MS-Access, Oracle8.0
- Knowledge in Software packages like **AutoCAD-2014, IrriCAD** and **Epanet2.0**
- Knowledge in Estimation Software Packages: **Timberline** and **Candy**.
- Knowledge in Central Control Software of Rainbird, Hunter, Toro, Weathermatic, Grissworld (WIDC) etc.,
- Knowledge in Products and Software of Weather Stations – Campbel Scientific and Davis.
- Developed Irrigation Central Control Software for Desert Group-Dubai

PERSONAL DETAILS:

Nationality : Indian
Date of Birth : 1st June 1975
Sex : Male
Marital Status : Married
Languages Known : English, Hindi, and Telugu.
Passport No. : Z3620237
Driving License : Valid UAE Driving License
Permanent Address : Srinivasa Rao Jangala,
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