



## SHAIENDRA VASANT ASODEKAR

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### CAREER SUMMARY

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#### Education:

B.tech-Petrochemical  
Engineering  
(1<sup>st</sup> Class)- Dr.  
B.A.Technological .  
University, Lonere,  
India, 1994.

Shailendra is associated with Techno-commercial assignments while serving to renowned family houses like Y.B.A. Kanoo, Al Turki, AlSuqair, Sumou-(Al-Qahtani) group as Consultant- Business Development. He successfully pursued a contractual assignments such as Country Manager- Business development for JORD International- Australia, Hyperion System Engineering- Cyprus, SCORE-Scotland, Ion Exchange-India, to support and establish its business set up, IKTVA-JV, under Vision 2030 aspects in Saudi Arabia.

After pursuing B.Tech- Petrochemical Engineering from Dr. B.A.Tech. University, MS, India, he joined Deepak group in 1994 serving Production & Process Engineering support to Methanol, Ammonia, Liq CO2 process technology. He had been a core team member to implement TQM and HSE aspects in the organization. This includes his Saudi Arabia assignments past 18 yrs, for Sipchem, Tasnee, from concept to commissioning, project management, vendor interaction, start up, business planning, SAP assignments, Capex.

He successfully integrated his technical experience while pursuing role as a consultant for techno-commercial assignments, strategic planning, due diligence, JV alliance for OEM and technology providers like JORD, COLFAX-(Circor), Sulzer, SCORE, Ion Exchange, Settima, Terranova, Woosung, to facilitate business platform in Saudi Arabia. The role involves association with Embassy Trade mission offices of US, UK, Korea, Germany, India, Italy, Australia to support their delegation time to time to participate in GES+ and IK EPC projects in KSA under Vision 2030, IKTVA.

**Current Engagement- Head-Business Development/Strategy- AWJ Energy Co LLC-SUMOU Group**

Technology tie ups, in Upstream and downstream Oil & Gas, Diagnostic solutions for Plant asset integrity and reliability. Oil & Gas Waste management, Water treatment technologies, Industry 4.0, cybersecurity, Renewables, Business due diligence and strategic alliance, Agreements, NDA, MOU sign up. Joint Venture set up initiation for foreign client till establishment, Dealing with Trade Mission offices of UK, US, Canada, Scottish, German, Korea, India, embassy for international cooperation, Vendor prequalification, Liaise with Achilles/SAP Ariba process. Process and Technical support to client during design development phases. Supply chain, Warehousing, Logistic support.

**2014 till 2016: Industrial Technology Company- SAF group**

**Consultant-Oil&Gas/Energy:** Multitasking role as Managing Sales/Business Development, Capex projects for customers, strategic and Technology tie ups, Developing MEP projects for SEC, SABIC, ARAMCO under subcontract, Infra projects support in Waste water, Railways. Engineering services support, vendor development, solution selling to clients. Served for short term assignment with Hyperion System Engineering, automation aspects. Handling DVR, MES, OTS and services. Managing Sales of OEMs to support IK EPC bidding. Providing technical support, process solution support being expert from plant engineering.

**2011-2013:**

Under sponsorship of YBA Kanoo Co Ltd.

**Manager-Projects/Business Development**

Responsible for its basic set up till business realization for business tie up with M/S Colfax Corporation/Baric, M/S Sulzer, to cater needs of Energy sector. OEM supported solutions, plant modification, improvement projects, Interaction with major clients like Aramco CSD, SABIC E&PM. JV support. New IK projects Bidding participation and tracking for strategic development.

**2010-2011:**

**Manager- Special Project Sales-** Project development and supporting *LSTK* projects. Instrumental in generating OEM supported business inquiries, MOC, BI, to support end users like Aramco, Sabic, SEC, Maaden. System integration support

**2008-2009:****Business Development Manager- JORD International, Australia. ( Sponsor: ATCO)**

It was new strategic alliance of JORD to enter into Saudi Arabian market. Instrumental in dealing with prequalification, product information, business development and technical support for Jord branded product lines. Onsite technical support for clients like SEC, ARAMCO, SABIC etc.

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**EXPERIENCE****PROJECT/PROCESS SUPPORT FUNCTIONS**

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**2006-2008: Engineer- Production/Process**

Saudi Polyolefins Company-Tasnee- 455KTA PDH plant, Saudi Arabia.

Engineer-Process/Operation for propylene/ utility & supporting Ethylene cracker project Phase.

Dedicated Operation/Process Engineering support, facilities management, Utilities, offsites handling, MOC/TAM coordination, ISO /Loss Prevention- HSE Audits, SAP, business planning-Budgeting, Inventory Control, Process automation support, data validation and process tools configuration for production accounting, data reconciliation

Interaction with OEM/ Suppliers, ARAMCO, MARAFIQ, GAS, Royal Commission, Utility, Process Chemical suppliers as business planning engineer.

**2004-2006: Operation Process Engineer**

SMJ LSTK Project with SIPCHEM.

A time bound assignment to establish Methanol production facility with Johnson Matthy-Jacobs technology as a Green field project activity.

Start up, project construction, technical support, process automation, vendor interface handling, project completion, Process training to Saudi staff, realization of project, performance and Lenders reliability test. Core team members for APC project- Honeywell .Simulation trainer.

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**EXPERIENCE****OPERATION MANAGEMENT**

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With Deepak group since 1994 till 2004 performing various job roles in Petrochemical section.

**1999-2004: Assistant Manager-Process**

Start of a career with Deepak group in India. Additional responsibility to handle Methanol/liqCO2 plant operations in addition to management support functions. Technical review, process optimization. This involved supervising a crew of 25 for various job allocations to run the plant operations using Honeywell system.

He had been core team member in TQM implementation and Process Safety circles .

**1994-1999 Production Executive**

Scheduled for core responsibility in Ammonia process handling. The role involved trouble shooting, man management, scheduling, turn around management, project support. TQM/ISO/SAP coordination. Energy revamp and optimization projects.

## SAFETY & FIRE FIGHTING

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- ☞ Basic Fire fighting Training (Fire Fighter Level I ), at SABIC Fire Training Centre, 12-16 Jun `04.
- ☞ Advanced Fire fighting Training in Interior and Exterior structures(Fire Fighter Level II ), at SABIC Fire Training Centre, 03-07 Jul `04.
- ☞ Developed & Compiled the MSDS manual.
- ☞ Reviewing the Onsite Emergency plans through Mock drills , table top discussions.
- ☞ Loss Prevention and QHSE training- 2007

## AWARDS / ACHIEVEMENTS

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- Appreciation Award for Successful commissioning of the U&O & Commencing Commercial Methanol Production before the schedule and within Budget in Saudi SMJ project. (2004).
- Recognition from SNC Lavaline for onsite technical/troubleshooting-Shaybah,GOSP-4, Aramco.
- Effective Shut down management- M/S Tasnee recognition.
- Successful decommissioning of 18000MT, Liquid Ammonia Tank.

## TRAINING & DEVELOPMENT

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- Safe Handling of Naphtha/ loading unloading practices, at Bharat Petroleum, Mumbai
- Human Brain Potential, " Compass of Thinking" Omar. S. Humaidi, Jubail, Intercontinental Hotel
- .Johnson Mathtys Catalyst Symposium held at Al Jubail, on 19 -20 Jan 04.
- " Technical Training for Supervisors " by Chiyoda Petrostar Limited, February `04.
- "Train the Trainer " course by Protomation BV. Dynamic Process simulator Process Studio
- Completed the TQM Implementation training.
- ISO 9001, ISO 14001, OHSAS 18001, DNV Certified Internal Auditor.
- PHA/ HAZOP Training, at Al Bayan International, Jubail.
- Paper presentation: Business potential in KSA: Annual Sales Conference, Sydney- Australia.
- Active member- Toastmaster International, Club KTMC – 134062, Dist 79.

## PERSONAL DETAILS

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Date of Birth	21 May 1973
Nationality	Indian
Marital status	Married, 2 children
Language Skills	English, Hindi, Marathi, Learner-Arabic

## PERSONAL STRENGTHS

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- Individual with High degree of Self-motivation and Business Management skills.
- Having good Leadership, Team Building , Planning & Coordination skill.
- Good Communicator, Analytical talents and Training Skill,
- A good Motivator, and personal counselor having typical Multitasking capabilities.