



# Haranath Saddi

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## Summary

Seasoned, initiative-driven professional with ~7 years in strategy design, business development & engineering consulting, with proven success in building and scaling organizations and shaping brand strategies. Managed multimillion-dollar projects and international stakeholders across diverse organizations ranging from startups to MNCs.

## Professional Experience

### Municipal Team Lead | ConceptDash Inc. | Hyderabad, India (Remote)

- Spearheaded **1-10 development** at the early-stage startup, playing a key role in transforming initial vision into successful execution across key processes and verticals.
- Drove business development by establishing the firm's **bidding processes**, leading to successful entry into **7 new municipal markets** and contributing to revenue growth.
- Played a key role in the firm's first successful municipal bid win as bidding team lead. Also served as a Design Team Lead & Project Manager for the firm's first municipal design project, **handling projects from bidding to completion and handover**.
- Established and managed two new engineering verticals in the organization, **Proposals and Engineering design**, broadening firm services and driving growth in both **revenue and team size**.
- **Managed end-to-end stakeholder coordination** for infrastructure projects, liaising with diverse groups including the general public, municipal staff, government agencies and regulatory authorities in Canada.
- **Managed and successfully completed 16+ Canadian public infrastructure projects (2023-2025)**, with total project values ranging from CAD \$500k to CAD \$10 million.
- **Established and monitored planning, scheduling, and project management processes** for ongoing projects, ensuring adherence to timelines and successful delivery.
- **Led and structured team expansion processes**, including initial hiring across different levels, onboarding, training, and establishing clear workflow structures within the organization.
- Led and trained **8+ freshers/junior engineers** to tackle engineering design problems and guided them in effectively handling international design assignments.
- Contributed to development of an internal tool (TaskForce) that auto-generated project proposals, resulting in **over 40% increased efficiency** in writing and improved quality.
- Played a key role **refining the firm's brand strategy** for both government and private sector clients, aligning with market opportunities and client expectations.
- Crafted **high-impact client pitch decks** for specific sectors like municipal infrastructure, transportation and urban design, highlighting team expertise, project success, and firm's value propositions.
- **Collaborated with cross-functional teams** (engineering, design, software, leadership) to ensure cohesive storytelling and visual consistency across client-facing materials.

### Senior Planning Engineer | Khalid S Al Shahrani Est. | Dammam, Kingdom of Saudi Arabia

- **Drove significant business growth** by playing a key role in the bidding team, developing technical and financial proposals that secured **100+ Million SAR** in infrastructure projects for diverse government and private clients.
- **Led multi-disciplinary teams** of engineers and technicians in executing prestigious infrastructure projects, including assignments part of **Saudi Vision 2030** with the Saudi Government.
- **Coordinated projects through their entire lifecycle**, from bidding to execution and handover, ensuring seamless collaboration with multiple internal and external stakeholders, which involved.
- **Managed projects in highly regulated environments** with government clients, including Saudi Aramco, the Ministry of Defence, and those under Saudi Vision 2030 initiatives.
- **Collaborated with international clientele across countries** (Europe, Australia, USA, Canada), ensuring project alignment in terms of quality deliverables and adherence to strict timelines.
- **Utilized and mastered Industry 4.0 tools like BIM 360** for real-time project design, management, and tracking, effectively mitigating schedule slippages and reducing idle time in projects.
- **Worked on world-class, one-of-a-kind projects** like the Algae Biofuel development with Saudi Aramco and futuristic NEOM initiatives part of Saudi Vision 2030, gaining exposure to diverse cultural and geographical work methods and varied project expectations.
- **Collaborated with the Managing Director and Operations Manager** to develop and present client pitches at numerous job explanation meetings, securing large-scale infrastructure projects from Fortune 500 CXOs

**Senior Civil Engineer | L&T ECC Ltd. | Karnataka, India**

- **Developed a material utilization and tracking system** that reduced project material wastage by **5-6%** on average. This model became a standard template, earning accolades from **Mr. M Ekambaram, South Business Unit Head of L&T Construction**.
- **Oversaw comprehensive resource allocation** for a 20 km highway stretch, including scheduling and monitoring construction activities for machinery, manpower, and materials.
- **Supervised the construction of a 4 km highway stretch**, encompassing four major bridges, while leading a team of 2 supervisors, 3 contractors, and over 30 skilled and unskilled ground-level workers.
- **Led the successful execution of the project's sole Road Over Bridge (ROB)**, ensuring completion through effective coordination with local government, NHAI, Indian Railways, and local residents.

**Education**

**Bachelor of Technology, Civil Engineering – Visvesvaraya National Institute of Technology | Nagpur, India**

**Accomplishments and Awards**

- **Awarded best manager for exemplary design – 2024:** Received an award for best manager for engineering design for the year 2024 from ConceptDash Inc.
- **Designed the winning logo for Soulcurry**, an IIMA club, securing first place in a competitive design submission.

**License & Certifications**

Lean Six Sigma, Green Belt certification - KPMG  
Advanced Excel for Business – Macquarie University (Coursera)  
Certified Professional in CAD Software(Primavera, Revit and ETABS) - EduCADD

**Co/Extra-curricular**

- **Creatives and Design Cell Head – TRBS 2025:** Selected as the Cell head for Creatives and design cell, marketing team for The Red Brick Summit, 2025.
- **Core Member of PGPX Media and Marketing committee**, playing a key role in developing and maintaining brand consistency across different media and social media.
- Represented and Led NIT Nagpur’s University Table Tennis team from 2016-2017.
- Awarded a gold medal in intra-university sports competitions for two consecutive years, 2016 and 2017.
- Received Best outgoing student of the school for overall excellence in academics and extracurriculars, 2011.