



Aniket Desai

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Summary

Driven leader with 8.5+ years in the energy sector, spanning project execution, commercial strategy, and business leadership across global capital projects. Skilled in strategic problem-solving, commercial negotiation, market entry & growth strategy.

Professional Experience

Manager| Technip Energies (T. EN) | Mumbai

Jul 2017 – Mar 2026

Proposal Manager, Nov 2022 – Mar 2026

- Contributed to INR 4,500 Cr+ in order bookings by leading multi-disciplinary proposal teams across refineries, petrochemicals, chemicals, fertilizers and energy-transition domains.
- Managed tenders and RFPs of combined value ~INR 5,000 Cr for FY2025-26.
- Led cross-functional bid teams of 15+ engineers, procurement specialists, legal and subcontracting functions across simultaneous multi-geography bids.
- Led end-to-end business development and proposal management for a critical brownfield PRFCCU project, securing T.EN India's largest EPCM services order on a single-bidder basis for a leading domestic oil marketing PSU (~INR 400 Cr).
- Oversaw procurement strategy, risk and engineering management for critical long-lead equipment on an INR 4,000 Cr EPC bid, optimising equipment costing and early ordering within a stringent 36-month schedule for a leading domestic oil marketing PSU.
- Established a first-of-its-kind Multi-Country Service & Supply Agreement from India for a global energy supermajor, enabling agreed-rate ordering and eliminating long RFP lead times.
- Achieved the Highest Technical Evaluation Score (H1) among 4 competing firms for a Green Methanol FEED + PMC tender for a leading renewables major, demonstrating technical leadership in an emerging clean-energy segment.
- Optimised bid costing by 10% to win a UK Energy-from-Waste Carbon Capture FEED (~USD 10M).
- Delivered a cost-competitive bid for licensing, basic design and proprietary equipment supply for a new Hydrogen Generation Unit within a 3-week timeline, pioneering the first-ever licensing and technology offer from T.EN's India Operating Centre in collaboration with an overseas office.
- Led end-to-end business development and proposal for a new High-Grade Phosphate production technology, fast-tracking commercialisation, licensing and basic design for a greenfield facility in North Africa.
- Negotiated an 80% reduction in overall liability (and 5% in completion-linked liability) on a PMC mandate for a major oil marketing PSU, an outcome adopted as the standard contractual template for future bids.

Materials Engineer, Jul 2017 – Oct 2022

- Managed timely vendor evaluation and ordering of critical piping specialty items worth INR 50 Cr on a major petrochemical project (~INR 2,500 Cr).
- Reduced project costs by INR 9 Cr by substituting 300 tonnes of stainless-steel piping with carbon steel for instrument-air service, technically validated and client-approved.
- Led piping proposal estimation for ~4,000 tonnes of material at 95% accuracy, managing a team of 10 designers.
- Completed 10 piping bulk-material bid evaluations within a stringent 30-day timeline for a domestic bioethanol project (~INR 1,400 Cr), ensuring timely material ordering.
- Oversaw material checking and quality compliance for 5,000 isometric drawings on an international refinery expansion, developing a mapping macro that improved accuracy and reduced rework.
- Coordinated and managed a 12-designer material take-off team for a Middle-East national oil company's offshore FEED, ensuring high accuracy in the consolidated Bill of Quantities.
- Led end-to-end materials engineering on a refinery Naphtha Isomerization unit (~INR 400 Cr), spanning design calculations, specifications, BoQ, technical evaluations and construction estimates.

Education

B.Tech Mechanical Engineering – Sardar Vallabhbhai National Institute of Technology (SVNIT) | Surat, 2013 - 2017
India

Accomplishments and Awards

- Promoted to Manager for exemplary performance on critical proposals and contribution towards order booking.
- Promoted to Senior Engineer for technical leadership and execution prowess showed during execution of a critical bioethanol project and a key petrochemical project.

- Awarded ‘On the spot’ award (best employee award) for fulfilling committal deliverables in a stringent schedule for work on a bioethanol project.

License & Certifications

- Project Management Professional (PMP), Project Management Institute, 2023
- IMS Internal Auditor Certification, TUV, 2023
- Energy Within Environmental Constraints, Harvard X, 2016

Co/Extra-curricular

- Founding member & President of ISHRAE (Indian Society of Heating, Refrigeration and Air Conditioning Engineers) student chapter at NIT Surat from 2015 - 2017, advancing students interest in the field of HVAC and Refrigeration through technical seminars, industrial visits and internships.
- Accomplished quizzer, won 2nd place at the company-wide annual quiz 'Quiriosity' (2019) and 3rd place at the Electrical Engineering Society quiz (2015).
- Won 2nd place in robotics competition 'Farmtrac' at SVNIT's annual technical festival mind bend, 2013
- Passionate about singing and performed at various college events and company programs, Cleared ABGMVM Prarambhik Vocals Examination, 2026