



Aniket Desai

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Summary

Strategic leader with 8.5+ years leading cross-functional teams and collaborating with stakeholders, contributing to INR 4,500 Cr+ in order bookings on global capital projects. Skilled in analytical problem-solving, commercial negotiation, risk management, strategic transformation, planning, and market entry & growth strategy across the energy sector and its transition.

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.
- Planned and managed a bid pipeline of combined value ~INR 5,000 Cr for FY2025-26.
- Led cross-functional bid teams of 15+ engineers, procurement, legal and subcontracting specialists across simultaneous multi-geography bids, via clear communication.
- Led end-to-end business development and proposal management for a critical refinery-upgrade project, securing the company's largest-ever project delivery 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, extended-delivery equipment on an INR 4,000 Cr construction 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 procurement lead times.
- Achieved the highest technical evaluation score among 4 competing firms for a Green Methanol design and project-management consultancy 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 design contract (~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 project-management consultancy 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.
- Applied analytical rigor to lead 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 across 5,000 detailed engineering drawings on an international refinery expansion, developing a mapping tool that improved accuracy and reduced rework.
- Coordinated and managed a 12-person material-quantification team for a Middle-East national oil company's offshore design project, ensuring high accuracy in the consolidated materials estimate.
- Led end-to-end materials engineering on a refinery process unit (~INR 400 Cr), spanning design calculations, specifications, material estimates, technical evaluations and construction costing.

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
- Excel Skills for Business – Advanced, Macquarie University, 2026
- Pre-MBA Statistics, Indian Institute of Management Ahmedabad, 2026
- Energy Within Environmental Constraints, Harvard X, 2016

Co/Extra-curricular

- Cell Head – Corporate Relations and Live Projects for General Management & Leadership Club (GMLC) at IIM Ahmedabad.
- Founding member & President of ISHRAE (Indian Society of Heating, Refrigeration and Air Conditioning Engineers) student chapter at NIT Surat from 2015 - 2017.
- 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. Part of ‘Decibels’ music club at IIM Ahmedabad.