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Summary

Strategic operations and business development professional in Japan's high-stakes turbomachinery manufacturing sector, with 10+ years of experience building client relationships across global projects. Fluent in Japanese, skilled in leading cross-cultural, cross-functional teams to turn technical complexity into achievable outcomes.

Professional Experience

Lead Application Engineer (Managerial Position) | Ebara Elliott Energy (EEE) | Japan

- Led a team of 4-6 engineers in global bid management for projects, serving as primary customer contact and coordinating Sales/Engineering/Manufacturing/Procurement teams across geographies to address potential execution bottlenecks, mitigate technical and commercial risks, and develop robust cost estimates for competitive proposals.
- Secured \$230M in business over 5 years, including the company's highest-value project win (~\$100M) in 2024, by leading technical and commercial strategy across the full bidding cycle.
- Developed a record-scale 104MW centrifugal compressor configuration (the first of its kind) through cross-functional collaboration with engineering and manufacturing teams, delivering a competitive alternative to market offerings.
- Devised and implemented a DX tool that reduced manual workload for specification review by approximately 30% and improved risk identification; subsequently led the AI initiative for global teams across EEE by co-developing a centralized knowledge database and planning a phased implementation roadmap.
- Led company's first hydrogen service project as Lead Applications Engineer, managing extensive cross-functional collaboration to navigate new technological requirements and establish organizational capability in an emerging domain.
- Improved departmental performance through process improvement initiatives primarily based on root-cause analysis of cost overruns and lessons-learned reviews, while mentoring junior engineers through structured technical training and driving continuous improvement through KPI management and Kaizen initiatives.

Project Engineer | Ebara Elliott Energy (EEE) | Japan

- Managed end-to-end project execution from order award to delivery, serving global customers and vendors as the primary technical point of contact and coordinating cross-functional teams through every project milestone, delivering a record 9/10 customer satisfaction rating across multiple projects.
- Reviewed customer technical specifications and vendor proposals to develop detailed engineering packages and manage the overall design approval and quality assurance process, ensuring complete compliance with project standards.
- Ensured on-time project execution through proactive schedule management, risk mitigation, and bottleneck resolution, while managing change order processing and cost assessment to keep project variations properly justified and billed.
- Drove continuous improvement and process optimization by co-initiating a Standard Time Collection System for departmental workload planning and forecasting, and institutionalizing lessons learned into project governance and departmental procedures.

Education

M. Tech. (Thermal Engineering) – *College of Engineering, Pune | India*

B.E. (Mechanical Engineering) – *Government College of Engineering & Research, Pune | India*

Accomplishments and Awards

- Youngest employee in the department to reach managerial position (*Kikanshoku* — executive track).
- Recognized twice with the Business Contribution Award: first for reducing liquidated damages of around 50 million JPY on a high-value project for a key customer in 2019, and later for developing an AI-based information transfer workflow in 2025, with an estimated annual savings of 11 million JPY.
- Gold Medalist for Master of Technology and class topper throughout undergraduate study.

License & Certifications

- Certified Security Trade Control Associate, CISTEC Japan.
- JLPT N1 (Japanese Language Proficiency Test) — Highest Level of Certification.

Co/Extra-curricular

- Independently volunteered with Tokyo River Friends Group (Edogawa River cleanup) and Hands on Tokyo NPO (differently-abled community engagement), supporting environmental sustainability and community welfare.
- Participated in a company-led environmental sustainability initiative — Sodegaura City's shoreline cleanup.
- Served as Labor Union Representative, liaising between union members and leadership and coordinating stakeholder engagement through the union's annual events.