



Charudatta Shimpi

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Summary

Growth-oriented business leader with 10+ years of experience across project execution and business development in Japan, delivering high-stakes turbomachinery projects with operational excellence. Skilled in leading cross-cultural, cross-functional teams and building lasting global client relationships.

Professional Experience

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

Jan'21 to Mar'26

- Led a 4–6 member engineering team in global bid management, serving as primary client interface and aligning Sales/ Engineering/ Manufacturing/ Procurement teams across geographies.
- Managed potential execution bottlenecks, technical and commercial risks, and cost estimates to develop competitive, technically robust proposals while safeguarding downstream execution.
- 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 and building long-standing client relationships.
- Developed a first-of-its-kind 104MW product configuration by solving complex design/ manufacturing constraints, creating a competitive solution that helped secure a \$50M opportunity and paved the way for future projects.
- Spearheaded the world's first project on social implementation of liquid hydrogen in Kobe Japan, managing extensive cross-functional collaboration to navigate uncertainties and establish organizational capability in an emerging domain.
- Devised and implemented a digital transformation tool that reduced manual workload for specification review by approximately 30% while strengthening risk identification.
- Drove a global AI assist initiative across EEE Application Engineering teams by co-developing a centralized knowledge database and planning a phased implementation roadmap with senior management.
- Advanced operational excellence through root-cause analysis of cost overruns and lessons-learned, driving Kaizen initiatives such as improving the risk-review audit, while building team capability through structured training and mentoring.

Project Engineer | Ebara Elliott Energy (EEE) | Japan

Apr'16 to Dec'20

- Managed end-to-end execution of multimillion-dollar projects across 18–24-month lifecycles, serving as the primary technical interface for global customers, managing vendors and aligning companywide stakeholders through all project milestones; achieved 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).
- Two-time Business Contribution Award winner: Mitigated ~JPY 50M in project's liquidated damages (2019) and developed an AI based handoff workflow delivering ~JPY 11M in estimated annual savings (2025).
- Gold Medalist for Master of Technology and class topper throughout undergraduate study.

License & Certifications

- Lean Six Sigma Green Belt Certified.
- 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, bridging union members and leadership while coordinating stakeholder engagement through the union's annual events.