

SUSHANA ADURTHI

SENIOR TECHNICAL SERVICES | PROJECT MANAGEMENT

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High achieving project manager within the scope of energy project installations showcasing innovative and efficient solutions during deployments offers, 15 years of total experience and 10 years of which have significantly revolved around Field Operations and Project Management. Recognized for working collaboratively within teams to evaluate and improve project development, management processes and associated resources while maintaining positive partner relationships. Streamlining and handling development, contracting, execution and monitoring of a variety of projects, while developing solutions to overcome barriers has been my forte. With an excellent entrepreneurial mindset, I have constantly been able to think beyond the basic skill set needed to manage and execute a project. Astute in developing best methods for project management activities and determine the optimal sequence of operations. My expertise stretches into performing and implementing the mitigation plan for expediting the schedule, monitoring and revising schedules for contractors. I am offering 9+ years of refined experience in handling Complete Project Life Cycle with expertise in areas such as Project Inception, Execution, Monitoring, Stake holder Management and Final Delivery to name a few. I have been consistently recognized for accurate evaluation, selection and adoption of standard techniques and procedures based on project requirements. I also remain responsible for field level implementation of health, safety, and environmental policies, procedures and guidelines as instructed. Assists in various activities, including but not limited to risk identification, incident reporting and investigations around Health and Safety Regulations and Assurance.

WORK EXPERIENCE

Since 2011

XYZ ENERGY SERVICES – SAUDI ARABIA

- Since May 2013: Account Representative Completions – Technical Sales
- Feb 2011– Apr 2013: Service Specialist – II – Completions

ABC ASIA PACIFIC – INDIA

2006 to 2011

- Aug 2008 – Feb 2011: Project Engineer – British Gas Project
- Aug 2006 – Aug 2008: Application Field Engineer

2003 to 2006:

PTE & LOICORPORATION (XXX), INDIA

- May 2003 – Aug 2006: Field Production Operator (Cased Hole Completions)

CRITICAL EXPERTISE

- Completion Product Service Link (PSL) | Internal assessment | Risk / contingencies & strategic alternatives | Strategy articulation | Strategic initiatives | Industry dynamics and implications | Competitive assessment | Financial projections

KEY PROJECTS

- Trial Run of Open Hole Hydraulic Packer (Zone Guard Series) for Saudi Aramco.
- Trail Run Production Equalizing System on Multilateral Well for Kuwait Oil Company (KOC) with ICD, Swell Packer etc.
- **Led XYZ – Aramco Lump sum Turn Key projects for 5 years, giving technical and commercial support for the completion side of the project.**

ACADEMICS

- Master of Business Administration (MBA) Specialized in Operations
- B.Tech in Chemical Engineering - First Class with Distinction

PRODUCT SPECIALIZATION

- **Conventional Upper completion with Permanent and Retrievable packers both oil and Gas application.**
- **Unconventional Gas completion equipment's.**
- **Intelligent / Smart Completions.**
- **Open Hole Mechanical Packers.**
- **Production Equalizing System with ICDs, Swell packers, Screens.**
- **W/L Retrievable and Tubing Retrievable SSSVs.**
- **Multi Stage Fracture equipment's**
- **Flow control equipment's.**
- **Liner Hangers and Service Tools**

PROJECT MANAGEMENT

- End-to-End Project Management
- infrastructure Management
- Solution Implementation
- Service Delivery Management
- Service Revenue Management
- Quality Assurance & Control
- Risk Management
- P&L Accountability
- Budgeting / Cost Control
- Client | Stake Holder Management
- Vendor Management & Negotiation
- Resource Development
- Team Management
- Safety and Quality Systems
- Documentation
- Contract Management
- HSE Procedures Knowledge
- Detecting Dangerous Conditions
- Reviewing Safety Procedures
- Disseminating Information To Various Departments
- Training Need Analysis

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TECHNICAL ACCOUNTABILITIES

XYZ ENERGY SERVICES

“Responsible for Saudi Aramco Offshore Drilling and Unconventional Gas business line valued at USD 75 Mn”

I remain responsible for job site service delivery, providing technical support to customers, and spearhead as the single point of contact for customers and offer solutions based on their need. On a day to day basis I interact with decision makers and engineering teams detailing customer needs, competitors services, industry requirements and other pertinent issues within my assigned area. Recognized by peers for identifying opportunities and enhancing solutions to customer’s specific requirements. My niche also lies in tracking and analyzing the performance of products and operating results with the goal of improving performance.

Service Specialist – II – Completions

As the Service Specialist I led installations of a wide range of well completion products, consulted with customers and remained accountable for their satisfaction. My role saw me train and mentor my peers to deliver optimum service levels, leading to customer satisfaction and paving way for multiple orders. On a day to day basis I provided thought and technical leadership for:

- Hydraulic Permanent and Retrievable Seal Bore packers for Saudi Aramco.
- PBR Packers
- Running Open Hole Hydraulic Packers
- W/L Retrievable and Tubing Retrievable SSSVs.
- Production Equalizing System with ICDs, Swell packers to name a few.
- Screens and Accessories
- Sub assembly make up and testing for all completion tools including Packers, Nipples and Safety valves etc.
- Retrieve PBR and Hydraulic packers

ABC ASIA PACIFIC

“Responsible for Saudi Aramco Offshore Drilling and Unconventional Gas business line valued at USD 75 Mn”

- ISO Certification of ABC Completion System in India.
- Tenders and Bid Analysis & Scrutiny.
- **Preparing technical and commercial Proposal.**
- Representing ABC as the face of the company during Client CWOP Meetings.
- Analyzing Operational issues, Conducting Root Cause analysis Recommend solutions and ensure implementation.
- Spearheading Completion for multiple clients including **Permanent and Retrievable Packers, Feed Thru Packers, Mechanical and hydraulic Packers, SSSV’s, Bridge Plugs and Cement Retainers on Hydraulic and Mechanical Setting Tools etc**
- **Analyzed Sand screens, ICD, Swell Packers and Torque and Drag program analysis.**
- **Hydraulic Intelligent Completion with Hydraulic sleeves, Swell Packers, Feed thru Packer, GLM, CIM and Nipples**
- **Sub Surface Safety Valves.**
- **Slick Plug business Line.**
- **OTIS and Petro line Flow control equipment’s.**

PROJECT MANAGEMENT

- Develop the initial project scope, preliminary schedule, and portions or all of budget for renewable energy projects.
- Coordinate with the project engineering and development team, host customer, subcontractors, design engineers, state & local permitting authorities, local utilities, and management team bridging project development and execution activities.
- Conduct site audits to collect required data, validation of preliminary project scope with an emphasis on delays, issues.
- Source and qualifying new subcontractors for implementation of projects and services in various markets across the as determined by project location.
- Assist in the development of technical RFP/RFQ proposals including technical writing, customer meetings, and oral presentations.
- Provide daily administrative and technical management of renewable projects delivery.
- Knowledge of full project accounting, project schedule and tracking, reporting, quality management and internal communication is important.
- Support full project budget, project schedule, and develop/articulate scope of work to subcontracting community.
- Demonstrate knowledge/compliance with the Company’s financial policies and procedures to include revenue recognition policies and project set up rules. Serve as a liaison between the development team and team.
- Occasional interface with customers managing relationships, contracts, and customer satisfaction. Demonstrate professional demeanor, and communication skills as a representative of .
- Regularly monitor and track assigned project performance and cost estimates to improve pre- process and results on future projects.
- During development before handoff, manage vendors, subcontractors, and managers (site superintendents) to ensure quality control and project delivery on time and within budget, while meeting or exceeding customer expectations.
- Schedule management; update draft schedules to reflect current information, monitor critical path activities, and track outstanding items. Work with team to validate assumptions, transfer ownership and accountability of schedule as project transitions to .
- Ensure compliance with company, industry, trade, and jurisdictional safety standards, practices, codes.