

KUNAL A. ALMOULA

Project and Business Management Consultant

Operations / Facilities Management/ Projects Management / Business Development

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LinkedIn Handle

PROFILE SUMMARY



Highly effective Project & Business Management Consultant with over 24 years of experience in offering an array of critical skills in commercial, legal, governance, risk, financial, health and safety project management. Proven ability to foster change through the development of innovative plans and frameworks. Gained extensive experience in client facing roles with responsibilities ranging from capturing requirements, identifying and defining process flaws and collaborating with cross-functional teams and users. Gained experience in managing subcontractors during MEP Construction Phases.

Well versed with Project Lifecycle Management and deft in devising Standard Operating Procedures (SOP). Experience in liaising with internal stakeholders such as IT, Finance, HR and Administration as well as external stakeholders such as Clients, Consultants, Contractors, and Vendor. Capable of leading end-to-end management of commercial projects and facilities in the domain of Properties, Universities, Hospitals, Gated Communities, High Rise buildings, Malls, Power Plants, Water Plants Centralized Utilities, HVAC, and MEP Systems. Talented leader skilled at streamlining processes to increase efficiency and training teams to exceed quality objectives. Adept at implementing cost control and maximizing project outcomes.

CAREER HIGHLIGHTS

- Gained experience of handling projects portfolio from US \$ 1.0 Million to US \$ 300 Million, through Strategic Planning, People Management, Marketing Management, Driving Engineering Best Practices and P&L Growth
- Demonstrated success in meeting performance objectives by leading multi-cultural team of over 500 people, involving Contracts, Projects & Operations Leads, Finance, IT, HR, Procurement and Field Workforce
- Efficiently worked with Elite clientele, OEMs, Companies and Regulatory Bodies in frontend and backend:
 - British Petroleum, Savills, Petroleum Development Oman, Caplon, JBF RAK LLC, Dubai Electric and Water Authority, and Utico Services
 - OEMs / Consultants: Johnson Controls, Carrier, Thermax, Caterpillar, GE, Mott Macdonald, Worley & Alike

CONSULTING ASSIGNMENT

Since October 2020 | Engineering Consultancy

Key Responsibilities:

- Planning, organizing and managing business projects for clients / based on clients' requirements, work on projects
- Communicating and meeting with clients when needed; performing initial assessments for each client before the project begins and collecting as much information about the client's business as possible
- Increasing the profitability of contract operations by conceptualizing an annual and monthly sales plan, implementing an innovative business strategy and mentoring large teams in accordance with the organization's vision and strategy for Corporate Facility Management
- Establishing long- and short-term strategies for growth and innovations by conducting feasibility studies, market analysis / research and service line performance evaluation and aligning them with the SBU strategic vision
- Attaining performance objectives by enhancing the capacity and skills of sales and operations personnel through the introduction and execution of numerous performance management initiatives and the vigilant monitoring of KPIs and SLAs
- Identifying opportunities for significant growth and net profit of the division, company, and business as a whole by forging partnerships
- Participating in the development of digital marketing strategies and initiatives for the SBU's market share expansion
- Reviewing progress with team and clients via monthly review meetings and reports
- Maintaining a healthy status quo with clients in terms of relationship management, customer service and CRM policies

WORK EXPERIENCE

August 2018 – July 2020 | Technical Trading Company, Oman | Divisional Manager-Facility Management

Business Value Offered

- Played a major role in driving US \$ 40 Million Business Division with multimillion & multi-disciplinary contracts including MEP Services, Energy Management, Asset Management,

CORE COMPETENCIES

- Project Management
- Motivational Leadership
- Presentation Skills
- Business Operations
- Team Building
- Business Framework Efficiency
- Facility Management
- Contract Management
- Energy Management
- HVAC Management
- Risk Analysis
- Cost Control
- QHSE Management
- Utilities Management
- Waste Heat Recoveries
- Customer Service Satisfaction
- Innovative Change Management
- Result-Oriented
- Adaptive Thinker
- Experienced Consultant
- Quick Learner

EDUCATION

- Executive Post Graduation in Marketing Management from Institute of Management Technology in 2020
- BE (Mechanical Engineering) from Pune University in 1998

CERTIFICATION

- NACE-Cooling Water Management
- Trained as an Auditor, for ISO-9001, 14001 and OSHAS 18001, HACCP, and QMS Implementer
- Projects and Leadership Management from Institute of Leadership Management, UK
- Procurement, Supply Chain & Contract Management

Security, Fire-Fighting and Alarm Systems for various clients in the domains of Property Management, University Campus, Hospitals & Corporate Buildings and Utilities

- Holds credentials in leading ERP and CAFM implementation through business process reengineering initiatives
- Efficiently handled QMS and well being of staff by identifying critical points, analyzing the same, taking corrective measures, change procedures in accordance with QHSE Framework

December 2015 – July 2018 | Ray International LLC, Oman | Project Manager MEP

Business Value Offered

- Essayed a stellar role in managing a business portfolio of US \$ 10 Million across MEP Services and Projects
- Directed multi-million dollar contract encompassing complete network of electricity grid-stations from 132kv to 400kv, including Engineering Services & increased revenue by 15%
- Actively involved from bidding to operations for HVAC Contract, 200MW Solar PV Project
- Proactively involved in undertaking contract bidding strategies and MEP services operations for Muscat International Airport, Oman
- Successfully accomplished completion of MEP and Civil Construction & Maintenance Contract for 13 electric grid stations, with 25% profitability and stringent cost savings
- Increased system operational efficiency by 4% through streamlining process synergies and calculating effective risks and accordingly driving Change Management initiatives

May 2012 – November 2015 | UTICO Services LLC, UAE | Sr. Project Engineer

Business Value Offered

- Successfully achieved outstanding success for leading Utility Developer in UAE, by completing PMC & Operations Management of US \$ 35 Million 60 MW N Gas based Power plant, inclusive of Gas and Water Piping, Engines and MEP Auxiliaries Erection and Commissioning
- Functioned as a key team player in the planning & execution process of IWPP -2, fully SCADA controlled 45 MW N. Gas power Station and 16.1 MIGD Desalination Water Plant based on RO Technology, including all MEP Services
- Led Waste Heat Recovery based Energy Optimization Project
- Actively involved in MEP and HVAC Project Management for Corporate Office consisting of Package Units, Elevators, Fire Fighting and Alarm System, Light Electrical and Civil Works
- Instrumental in optimizing Fire Protection and HVAC systems for DEWA's - RO Desalination Project at Yassat Island, Abu Dhabi

PREVIOUS EXPERIENCE

April 2008 – March 2012 | JBF RAK LLC-RAK, UAE | Deputy Manager: Utility, Mechanical & Projects

Major Projects Handled:

- SCADA based US \$ 15 Million Utilities of a Petrochemical Complex including Waste Heat Recovery Chilling and Power Generation Systems
- PLM of Phase-2, US \$ 10 Million Utility Expansion Project, including equipment erection, testing and commissioning, piping installation and commissioning, within cost and time frames
- HVAC reengineering and Maintenance of Server Room and captive Data Storage Centers.
- Saved US \$ 250,000/- on OPEX in plant operations through Wastewater Management System and optimizing HVAC Systems under ASHRAE / SMACNA Standards

September 2005 – March 2008 | Gujarat Polyfilms Pt. Ltd. | Management Engineer

- Led project management, equipment installations and commissioning for centralized US \$ 3 Million utilities with Mechanical Projects and MEP Auxiliaries related System, Piping and Energy Heat Recovery Power Systems

2004 – 2005 | K. Ghirdharlal International | Sr. Engineer-HVAC

- Operations & Maintenance, Facility and Building Management for state-of-the-art Centralized Chilling Plant, Underground Water Tank, Air Handling Units, Elevators, Diesel Engines, Data Storage Rooms, for Corporate Head Quarter and Group Estates

2003 – 2004 | Paras Petrofils Ltd. | Mechanical Engineer

- Maintenance of Central utility (**Compressors** / Pumps / Chillers / FFS / Pipings / Engines /Cooling Towers)

2002 – 2003 | Baroda Rayon Corporation Ltd. | Management Trainee-Coal Base Captive Power Plant

- Supervised O&M of 10 MW Coal Based Power Plant of Petrochemical Campus and Estate

1998 – 2002 | Short Assignments with SMEs in (Manufacturing / Logistics / Marketing/Server Rooms and Data Centers)

IT SKILLS

Well versed with ERP Software: EPICOR, SAP B-1 PM Software: MS Projects, AutoCAD (intermediate), CAFM: Infor EAM, MS Office and Internet Applications

LANGUAGES

English, Hindi, Gujarati, Marathi, Arabic (basics)

Driving License

GCC / India