

Pravin D'Souza

Manager / General Manager

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Dubai,

My career spans over 29 years, during which I have fostered collaborative environments and led diverse teams in the service industry. I have successfully managed cross-functional projects, resulting in significant enhancements to team productivity. Through strong mentorship and effective communication, I have driven initiatives that have resulted in improvements in operational outcomes. My broad experience in contract oversight, project coordination, and team management supports my ability to deliver complex projects on time and within budget.

Professional Experience

ACWA Power COMPANY

Contracts Manager

January 2023 - December 2023

Construction of a 1,500 MW Combined Cycle Gas Turbine Power Plant in Uzbekistan.

Solar Project in Tashkent's Chirchik

Contracts Manager Jan 2023 – Dec 2023 MAIN RESPONSIBILITIES

- Conclusion of payment invoices, bills, payment documents) in terms of requirements for all technical equipment and spare parts.
- Implement company policies and legal guidelines for contract management.
- Oversee contractual financial performance, milestone certification, and management approval.
- Contracts, extension, time, and cost adjudication due to unforeseen events.
- Overseeing the contractor and subcontractor's daily progress, and notifying them according to the Contract policy works, as well as other economic and commercial agreements.

NATURAL GAS-STREAM LLC

First Deputy General Director /Acting Director

February 2017 - December 2022

Geological Exploration works in the oilfield blocks of Sechankul, Akdjar and Chymbay Development of existing fields at Urga, Akchalak, and Chandyr Hydrocarbon Production Programme of 2017–2021

First Deputy General Director /Acting Director

February 2017 till December 2022

MAIN RESPONSIBILITIES

- Conclusion of supply agreements (for works and services, inventory items, consignment notes, payment invoices, bills, payment documents) in terms of requirements of all technical equipment and spare parts.
- Implement company policies and legal guidelines for contract management.
- Compliance to KYC requirements, due diligence of key management of 3rd parties
- Oversee contractual financial performance, milestone certification, management approval.
- Contracts amendment, extension, time, and cost adjudication due to unforeseen events
- Conclusion of contractor and subcontractor agreements for the implementation of construction and assembling works, as well as the other economic and commercial agreements.
- Authorising documents, including but not limited to agreements, contracts, and any other documents associated with change, termination, or creation of obligations
- Approve and facilitate new and used settlement accounts with the right of the first signature in any banking institutions of the Republic of Uzbekistan.
- Represent the interests of the Company on all issues at the Governmental organizations, enterprises, ministries,

state authorities, banks, and courts of Uzbekistan

- To issue the orders, give instructions that are obligatory for all contractors.
- Ensure submission of the statements to the Tax authorities that are required based on the legislation of the Republic of Uzbekistan
- Responsible and have the right for signing all documents related to the implementation of above stated contracts and agreements.
- Tracking liquidity situation of Govt of Uzbekistan, update management on payment issues

JUMA AL MAJID GROUP, Dubai

Project Co Ordinator

August 2012 - January 2017

Consumer Goods Facilities Management for consumer durables, HVAC units and Firefighting Equipment

Project Co Ordinator

August 2012 to January 2017

MAIN RESPONSIBILITIES

- Ensure provision of after-sales value-added services to customers.
- Review & interpret the market trends/ client feedback.
- Evaluate and report issues by customers.
- Responsible for service costs & inventory control. Staffing, Recruitment, Training, Performance Review, and Appraisal
- Implement company's mission & strategic direction as conveyed through corporate objectives, and policies.
- Business Operation/ Revenue Expansion.
- Managing service dept with a team of technicians and back-office staff.

General Enterprises Co M&E Ltd, Sharjah

HVAC equipment Supply and Contracting Area Service Incharge

January 2011 - July 2012

MAIN RESPONSIBILITIES

- Operation of service agreements, maintenance planning & tracking
- Develop relationships with key decision-makers in target organizations for business development.
- Analyze/ review the market response and internally communicate to adjust business goals.
- Monitoring, managing & mentoring the team for effective service deliverables.
- Develop/ extend, annual maintenance agreements, introduce procedures and policies.
- Handling contractors, suppliers, and service providers to ensure timely action of works.

Kewalram Nigeria Ltd.

Branch Service Manager

November 2007 - February 2010

Manufacturer of Ocean and Daewoo brand of Consumer Electronics

Branch Service Manager November 2007 to February 2010

MAIN RESPONSIBILITIES

- Accountable for managing the electrical assembly line along with quality and cost control
- Handling the critical calls for service.
- Monthly inventory reconciliation.
- Setting service targets and expanding service network.
- Planning and executing the production and service-related activities.
- Forecasting the sales and planning, the brand & model mix in-line to achieve realization targets.
- Motivating the sales force to achieve the assigned objectives and managing MIS.
- Preparing the collection plan for the complete West African market.
- Monthly/quarterly/annual review of sales performance & develop action plan for all the Executives.
- Coordinating with sales staff and dealers for seamless business operations.

- Liaising with the Product / Logistics, Production Centre, Finance, and Administration Department.

Titan Industries Ltd
Territory Service Manager

November 2005 - September 2007

Leading manufacturers and marketers of the Titan brand of watches Territory Service Manager November 2005 to September 2007

7. SAMSUNG INDIA ELECTRONICS LIMITED
Area Service Manager

January 2004 - October 2005

Customer Service Representative [May 1996 to December 2003]

Education

MBA in Master's Degree in Business Administration () – Operations Management
Indian Institute of Business Management & Studies, India

Certified Professional Contract Management in Contract Management
Learners Academy, UAE

Areas of Expertise

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|---------------------|------------------|--------------------|
| • Management | • Communication | • Planning |
| • Vendor Management | • Operations | • Customer Service |
| • Cost Control | • Subcontracting | • Key Management |
| • Team Management | • Leadership | • Decision-Making |
| • Problem-Solving | | |

Languages

- | | | |
|-----------|---------|-----------|
| • English | • Hindi | • Marathi |
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Certificates

Institute of Technical Engineering
Oct 1998