

**IPM**

L&amp;T INSTITUTE OF PROJECT MANAGEMENT



## Mr. Rajeev Sharma

B. E. (Mech), PGDM

### Area of Expertise

- Contract Management
- Claim Management
- SCM and Procurement
- EPC Projects
- Risk Management
- Subcontract Management
- Tendering
- Negotiation & Strategic Sourcing

Rajeev Sharma brings in 25 years of rich experience of leading and heading centralized Contracts and Procurement function for EPC MNC's and Project Developers/Owners.

He has served reputed organizations like Tata Projects Limited, Dodsal Engineering, Dubai; GMR Energy Limited, Alstom Projects and GE Energy and has worked in both domestic and international projects.

Throughout his career, he has rendered his services for execution of large and complex projects in Infrastructure, Power generation and Oil & Gas Sectors. He is having a consistent track record of delivering financial benefits to business by reducing procurement cost through strategic sourcing; contract risk management and application of best practices.

While associated with construction projects, he took initiatives in standardization of tendering documents and building business processes and organizational systems for improving departmental efficiency and delivering superior services to internal customers. GMR Energy nominated him for company sponsored Emerging Leadership Program at IIM Kozhikode in year 2012.

He has delivered many training programs in Contract Management and Project Procurement for Tata Projects Limited and GMR Energy Limited.

### Qualifications

- B.E. (Mech) from Punjab University Chandigarh in 1994.
- PDGM from Amity Business School in 2005.
- Diploma in Export Management from FTDC, New Delhi.
- Diploma in Indirect Taxation from TVC Institute of Management, Mumbai.