

Faculty



Mr. Rajeev Sharma

B.E. Mech; PGDM

Area of Expertise

- Contract Management
- Strategic Sourcing & Procurement
- Supply Chain Management
- Contractual Risk Management
- Claim Management
- Project Changes & Change Management
- Contract Close-out
- Tendering & Proposal

Mr. Rajeev Sharma has overall 25+ years of rich industry experience of leading and managing Contracts, Commercial, SCM, Procurement & Tendering functions and about 3 years of delivering executive trainings & coaching for project companies.

In his professional journey, he has served most reputed Corporate Training Institute, EPC MNC's and Project Owners.

His Entire industry experience revolves around working for large and complex projects in Infrastructure & Energy Sector. Accordingly, he got extensive exposure in pre-award and post-award Contract Management, both for Project Owners and EPC Contractors. Being part of construction projects, he has handled annual procurement spend up to INR 3500 Cr and came across all kinds of procurement contracts having different natures, size & complexities and contributed to business through substantial procurement savings.

As part of his hobby/passion and to develop the cross-functional team, he has also conducted on-the-job & Classroom Training sessions during his employment with M/s GMR Energy Limited and Tata Projects Limited. Participants' feedback and compliments encouraged him to take this up as a dedicated profession from October 2019 and continue with the same at different scales and intensities thereafter.

Qualifications & Certifications

- B.E. (Mechanical) from Punjab University Chandigarh
 - MBA (Operations Management) from Amity Business School
 - Diploma in Export Management from Foreign Trade Devel
 - Diploma in Indirect Taxation from TVC Institute of Management
 - Emerging Leader Program from IIM – Kozhikode
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