



Midhilesh Baburajan

Mechanical Engineer (Technical & Business Development)

ABOUT ME –

A well-experienced Mechanical Engineer with over 15 years of proven track record in business development, technical-commercial operations including estimation, tendering, technical submissions, quotation preparation, client negotiations and project installation in façade, structural steel, petrochemical plants, and tensile structure construction projects in the GCC, Sweden and India. Expertise in lead generation to contract finalization, contributing significantly to company growth and market positioning, construction planning, project management, coordination with various technical departments and project execution. Excellent communication and interpersonal skills, with the ability to work effectively with clients, architects, contractors, and other stakeholders.

PROFESSIONAL EXPERIENCE –

 **2023 - 2025**  **Saint-Gobain Ecophon AB, Hyllinge, Sweden**

Associated as a Logistics Coordinator (Part-Time) and contributed to the logistics operations while pursuing the Master's degree. In addition to the part time role, also completed master's thesis in collaboration with the firm. The research topic was the importance of sustainable sourcing in SME's which aligned with the company's procurement, logistics and supply chain operations.

- Supported various activities within the logistics department, including coordinating shipment schedules and documentation, assisting in inventory planning and demand forecasting.
- Supported warehouse operations and process improvements, and collaborated with cross-functional teams to streamline the supply chain.

 **2018 - 2023**  **Altech Aluminium & Steel, Doha, Qatar**

Worked as the Senior Technical & Business Development Engineer - Façade division, responsible for the Business Development & Client Engagement, Estimation & Tendering, Technical Submissions, Quotation Preparation, Negotiations, and Contract Finalization of façade, structural steel, glazing, ACP for projects within the region.

- Effectively Identified and pursued new business opportunities in the construction and façade sector across Qatar. Built and maintained relationships with main contractors, consultants, and clients to generate project leads. Participated in client meetings, technical discussions, and pre-bid clarifications.
- Assisted in cost estimations and budget proposals for façade works including aluminum, glass, steel, and stainless-steel components. Studied project drawings, specifications, and BOQs to develop accurate material requirements. Compiled and submitted complete technical bid packages including method statements, compliance statements, and material submittals. Customized quotations based on client/project-specific requirements, ensuring competitive yet profitable proposals.
- Actively participated in commercial and technical negotiations with clients and contractors. Supported the management team during bid evaluations and contract discussions, and finalized contract terms until project award.

 **2016 - 2018**  **ATAD International General Trading, Doha, Qatar**

Worked as the Senior Business Development Engineer to promote the sales of the Trumpf CNC machines like Trulaser, Punching and Bending machines, Promotech steel fabrication Power tools, semi-automated welding machines, and Soyer studs.

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Al Wukair, Doha, Qatar

EDUCATIONAL QUALIFICATIONS :

- Masters in Industrial Management & Innovation – University of Halmstad, Sweden. (2023-2025)
- MBA Construction Management – NIBM, India. (2014-2015)
- Bachelor's Degree in Mechanical Engineering – CUSAT, India. (2006-2010)

EXPERTISE :

- Team Management & Delegation
- Managing Multiple Projects
- Planning and Risk Management
- Negotiation and Problem Solving
- Coordination with various Departments
- Project Estimation and bidding
- Leading cross-functional teams of engineers, architects, and workers
- Managing the sourcing and timely delivery of project materials with sustainable and cost-effective sourcing practices.

LINKS :

LinkedIn:

<https://www.linkedin.com/in/midhilesh-baburajan-178a43117>

SKILLS :

- Effective communication
- Problem Solving & Conflict Resolution
- Leadership and Delegation
- Decision Making
- Planning and Strategic Thinking
- Collaboration and Teamwork
- Ability to deal with changes effectively
- Providing Trainings

HOBBIES :

- Sketching
- Painting
- Travelling
- DIY Home Projects

CERTIFICATIONS :

- ASNT Level 2 Certification
RT, UT, MP, DP
- Project Management Professional (PMI)

REFERENCES :

- Mr Noman Reza Mirza
Projects Director
Altech Aluminium & Steel WLL
Phone : +97466185297
Email : Mirza@altechgulf.com
- Ranjith Devadas
Division Head – Machine Tools Dpt
ATAD International General Trading
Phone : +97466930161
Email : Ranjith.devadas@atad.com
- Ms Karina Wisniewska
Service Range Manager
Saint-Gobain Ecophon AB
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Email : Karina.wisniewska@ecophon.se

- Researched, planned, and developed a customer database for a newly established division. Spearheaded the sales, arranged demonstrations, technical presentations, and trial installations of the CNC machinery, and achieved a sales target of 6 million Euros.
- Coordinated with the service department to arrange for immediate troubleshooting to minimize the customer production time loss. Attended and conducted several trade shows and seminars within the Middle East to promote the product line and learned about the latest industry developments.



2014 - 2016



Hardco Engineering, Sharjah, UAE

Worked as the Project Engineer for the Steel Structure and Tensile membrane (PTFE, PVC, HDPE) fabrication and installation for Airport, High-speed rail, and various other government and private projects in UAE, Saudi Arabia and Kuwait.

- Managed the planning, design and technical submission stages of the construction projects. contributed the technical expertise to project for preparing shop drawings and designs and system specifications for preparing the shop drawings in coordination with the design team. Collaborated with the project manager and managed the construction engineering processes and ensured that the projects were completed on time and within the budget.
- Presented the project progress updates to clients and senior managers every week. Documented the stage-wise fabrication and installation processes and maintained detailed construction logs and ensured the tracking and filing of all quality records during the construction supervision phase, as per the Quality Management System.



2012 - 2014



Yousuf Machines and Structurals, Dubai, UAE

Worked as the Project Engineer for the Steel Structure fabrication and installation for Dubai Terminal -III and Abu Dhabi International Airport expansion projects.

- Responsible for the day-to-day Supervision of the structural steel fabrication and installation works associated with the construction projects as directed by the Project Director and in accordance with Project requirements in the General and Particular Specifications.
- Supervised and mentored the crew members resulting in their greater productivity and efficiency. Managed pre-construction planning activities, site surveys, reviewed the sub contractor's construction schedule(s), method statements, prequalification documents and risk assessments.
- Coordinated with the Main Contractors / Consultants for technical clarifications and other submittals and ensured the approval of the same before releasing the units for production.



2010 - 2012



S.S Engineering Contractors, Punjab, India

Worked as the Mechanical Engineer for the fabrication and installation of a Fractional Distillation Process Column, Tank Truck Gantry, fuel storage tanks, Pump houses, related pipeline works, support Trestle Bridges, etc., for Hindustan Petroleum Corporation Ltd expansion project.

- Managed, scheduled, coordinated and monitored the assigned engineering works. Assigned responsibilities and mentored the project team, and monitored the overall quality control of the work (budget, schedule, plans, personnel's performance, etc).
- Managed the fabrication and installation activities at the site and reported regularly on the project status with the higher officials. Reviewed engineering drawings and deliverables and initiated appropriate corrective actions.