



# KAPIL SHAH

CEC, C.Tech, PMP, RSE

ELECTRICAL ESTIMATOR / PROJECT MANAGER

 Guelph, ON, Canada



## I AM...

- Analytical and Mathematical
- Attentive to Detail
- An Effective Communicator
- A Result-Focused Negotiator
- A Team Builder

## KEY SKILLS

- Estimation and Costing
- Contract Management
- Market Research/Analysis
- Power Transmission and Distribution
- Stakeholder Management
- Budget Control
- Niche Market Identification
- Negotiation

## PROFICIENCIES

- Multilingual in English, Hindi, and Gujarati, with working knowledge of Punjabi, Marathi, and Bengali
- Microsoft Office, Projects, and Visio
- SAP, EPICOR, CRM
- Estimation Software
- Forward/Reverse Auctions
- Online Bidding/Tendering
- Business Process Mapping

## CONTACT

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## SOCIAL

 [linkedin.com/in/kapilpower/](https://www.linkedin.com/in/kapilpower/)

 [youtu.be/YEWbN-BOKg](https://www.youtube.com/channel/UCYEWbN-BOKg)

## EXECUTIVE SUMMARY

I am an electrical estimator with over 14 years of experience corresponding with a diverse range of clients, from a multitude of ages and cultures. My meticulous nature and excellent communication skills make me an outstanding negotiator. My technical and commercial acumen only adds to my experience with capital electrical products and services.

## RELEVANT PROFESSIONAL EXPERIENCE

### DOMINO HIGH VOLTAGE SUPPLY INC.

*Technical and Inside Sales: High Voltage Transformer, Transmission, Substation, Distribution*  
Oct 2018 - Apr 2020

- Prepared accurate estimates for large BOMs and supported EPC contractors, driving operational improvements and improving profit margins.
- Devised smart buy/sale decisions by preparing and analyzing intelligence reports, helping manifest profitable sales.
- Ideated bid proposals for projects regarding transformers, generators, and substations, gaining client approval on costs.

### NORTHERN TRANSFORMER CORPORATION

*Sales and Quotations Specialist: Power, Grounding, and Specialty Transformers up to 200 MVA, 240 kV*  
Jan 2018 - Jun 2018

- Estimated and created cost awareness, applying it to forge "Bid to Win" strategies that created "Win-Win" situation for major contractors.
- Developed project objectives while keeping in mind material, time, and monetary requirements to maximize profits on all sides.
- Studied specifications published by utilities, consultants and municipalities and developed mutually beneficial agreements for every party involved.

### KA FACTOR GROUP INC.

*Inside Sales and Project Specialist: Generation, Transmission, Substation, Distribution Products*  
Oct 2015 - Oct 2016

- Provided exceptional client support by resolving cost and risk management issues.
- Ensured payment compliance and reported collections to maintain cost data and consistently achieved payment milestones.
- Managed pre- and post- contract reviews to identify and optimize labor, material, and time requirements, thus computing ideal and exact estimates for projects.

#### PRUDENT GREENTECH PVT. LTD.

*Senior Project Manager: Transformer Sales, EPC  
– Electrical Transmission Lines and Substations  
Nov 2013 - Jun 2015*

- Designed estimation and costing system, enabling participation in contract bidding worth \$5M in 4 months.
- Accomplished cost reduction and higher client satisfaction in multiple projects by interacting with a diverse range of customers, while realizing 100% of financial targets.
- Monitored social media and other online sources to keep a look out for industry trends, enabling better buy/sale decisions.

#### ADANI POWER

*Senior Manager, Estimation: EPC – Thermal Power, Solar Power, Power Transmission  
Jan 2012 - Jun 2013*

- Saved \$5.5 M by implementing cost-saving initiatives that addressed long-standing problems.
- Utilized and implemented cost estimation systems to create accurate estimates, and revise project costs to reflect present data.
- Spearheaded teams conducting procurement and disposal events and guided them with estimating and sourcing know-how.

#### EMCO LTD.

*Regional Sales Manager: EPC – Transformer, Transmission, Substation, Generation till 75 kV*

*(Promotions: Territory Sales Manager to Branch Sales Manager to Regional Sales Manager)*

Nov 2004 - Jan 2012

- Formulated project objectives, budgets, and schedules by coordinating with clients and teammates, managing plans in accordance with fluctuating conditions.
- Ensured the privacy of information related to both existing and prospective clients, gaining client trust.
- Systematized precise costs for project-specific goods and services by gathering information from team members, sub-contractors, and vendors, resulting in impeccable contracts for all.

#### VOLUNTEERING

**DIRECTOR** - Ontario Association of Certified Technicians and Technologists

- Grand Valley Chapter (2020-Present)
- PEEL Chapter (2016-2019)

**VICE PRESIDENT, Sponsorship** - Project Management Institute - CTT Chapter

**COORDINATOR, Networking** - Jain International Trade Organization, Ahmedabad (2009-2012)

I am happy to recommend Kapil as my technically capable vendor and efficient colleague. He is well organized visionary team leader and willing to do what it required to complete the task within required time limit.

He has proven his abilities in the area of *business development, marketing, sales, estimation and costing*. With his detailed analysis and professional approach; he has established standard practice for estimation and costing of electrical products and projects. He has successfully mapped, developed and implemented eBusiness solutions with his "Out of Box" thinking capabilities. It was pleasure working with him.

**Divyesh Doshi**  
Plant Manager  
Allied Alloys TX, USA

#### ACCOMPLISHMENTS

- Acquired and administered the single largest EPC Global Scale Contract worth \$15M (Hydro).
- Mapped/re-engineered the business process for contract approval in SAP, reducing cost by 40%.
- Implemented an Estimation Process under "Agile" methodology (Accenture).
- Supervised the estimation and procurement process, saving a total of \$3M from a total spending of \$30M.
- Won contracts for 66 kV transmission and substation projects within 1 year of onboarding.

#### EDUCATION, LICENSE & CERTIFICATIONS

##### T.F. Gandhidham Polytechnic

Diploma in Electrical Engineering with Honors

##### Ontario College of Trade (OCOT)

Licensed Electrician 309A

(Construction & Maintenance) – Red Seal

##### Project Management Institute

Project Management Professional (PMP)

##### Humber College

Project Management, Sales, and Marketing  
Electrical Construction Estimating

##### Sixth Dimension Learning

Lean Six Sigma Greenbelt

##### CIQS

Construction Estimator Certified (CEC)

##### Ontario Association of Certified Engineering Technicians and Technologists (OACETT)

Certified Technician – Electrical

Pursuing Certified Engineering Technologist (CET)