

D T RAJU

1	Designation	General Manager – Project Development
2	Projects involved- with presently	<ul style="list-style-type: none">• Development activities of Thermal Power Projects in the States of Chhattisgarh & Orissa
3	Projects involved- within the past	<ul style="list-style-type: none">• Total project consultancy of several medium and large paper mills in India; Marketing & turnkey supply of paper projects• Logistics & marketing of petroleum products• Marketing & Operation of petroleum infrastructure projects
4	Overall Experience	<ul style="list-style-type: none">• Total 27 Years of experience.• Over ten years experience in technical consultancy for paper projects with the scope including:<ul style="list-style-type: none">○ Land identification○ Preparation of DPR/Loan applications○ Participation in project appraisals by FIs○ Design and Equipment tendering/sourcing○ Award of construction contracts○ Supervision of erection / commissioning• Three years experience in marketing of total paper projects with the scope including Development of designs to suit clients' requirements, Estimations and costing, Preparation of Technical/Commercial proposals, Negotiations, Order closing, Supply co-ordination, Monitoring of Erection/Commissioning activities• Two years experience in design, consultancy, setting up, operations and marketing of state-of-the-art computerized Green House projects.• Two years experience in industrial/direct marketing of imported/indigenous petroleum products; planning and implementation of import logistics; order processing and supply co-ordination; establishment of sales agent network, etc.• Over seven years experience in marketing of port based petroleum product storage infrastructure including identification of demand for all product-segments; identification of national and multinational importers / trading organizations; bringing together of sellers/buyers and creating the need for storage space; co-ordination with all national oil companies for LPG imports; co-ordination with national private petroleum giants like Reliance and Essar for utilizing the infrastructure; co-ordination of import logistics, vessel handling and operations; customs/excise interactions, control and monitoring of safe operations, etc.
5	Educational Qualifications	Associate Degree in Chemical Technology from Osmania University, Hyderabad

