

DIMEJI (Dee) ADEYINKA

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OBJECTIVE

To be an integral part of a dynamic organization where I can apply my experience and efficiently contribute to the company's growth.

PROFESSIONAL SUMMARY

Business Development Manager responsible for profitable sales growth for Endress+Hauser Group in Oil & Gas and Power & Energy industry with 5-year demonstrated history of working in power generation plants as an Instrumentation and Control Engineer (Manager), responsible for installing, managing and maintaining equipment which is used to monitor and control engineering systems, machinery and processes, with a firm background in Technical Sales, Project Management and Crafting Innovative Solutions.

SKILLS

- Industrial Instrumentation & Control
- Automation
- Power Plant Operation and Maintenance
- Emotional Intelligence.
- DCS,PLS, SCADA
- Management
- Sales
- Critical Thinking
- Communication and interpersonal skills
- Team Leadership
- Quality assurance
- Quick follow-through with minimal supervision
- Strong team player
- Ability to think quickly, logically and analytically
- Understanding of, and ability to work with high-level computer technology
- Negotiation
- Analytical- High level of attention to detail
- Excellent customer service skills and good commercial awareness

EXPERIENCE

March 2018 Business Development Manager

To November 2018 Prime Atlantic Global Instruments (Representatives of Endress+Hauser Group), Lagos, Nigeria.

Responsible for profitable sales growth for Endress+Hauser Group in Nigeria. Promoting and leading the sales of Endress+Hauser's Products, Solutions and Services to Oil & Gas and Power & Energy industry, while collaborating with E+H Technical Sales Team. Ensuring customers' needs are understood by the organization and that all customers are highly satisfied with our consultative, professional and sustainable approach.

Industry Footprint: Oil & Gas | Power & Energy |

Sales Responsibilities

- Achieving set financial targets with respect to sales turnovers and transaction revenue.
- Selling E+H solutions, services and products in a competent and professional manner.
- Identifying and development of leads to opportunities to closed won orders.
- Professional handover from acquired business to the Projects & Service execution teams, while maintaining superior customer service and relationships through-out and on-going.
- Proactively manage prospective customer meetings and presentations.
- Developing Business Development operation processes to ensure structure and sharing of market intelligence to team members.
- Generating demand by proactively reaching potential customers to make them aware of the E+H products, solutions and services, in the bid to utilize these services.
- Providing requested information, prepare proposal, business requirement document for each potential sale.
- Cross-selling & up-selling E+H products, services and solutions to existing & potential customers.
- Ensuring on-going identification of new customers and revenue streams to increase market reach and revenue.
- Networking with key industry players and relevant government functionaries to create a positive identification with the E+H's Brand
- Ensuring the development and maintenance of a customer database
- Developing and maintaining strong relationship with key strategic customers.
- Analysing sales performance results and develop tactical initiatives to bridge identified gaps
- Developing and overseeing appropriate framework for managing and resolving customer issues and complaints.
- Conducting sales presentations and conference calls to prospective clients and current clients.
- Supporting development of advertising media for marketing and client presentations.

Project Management Responsibilities

- Developing Project Initiation Document (PID), project request document and or other relevant documentation for all projects before they commence and ensure their sign off with various stakeholders.
- Continuously tracking and managing project to ensure that agreed deliverables are implemented by development team and deployment is in line with customer's requirements

- Technical support about suitability, performance, reliability, etc.
 - Recommend /approve product applications/solutions.
 - Price and delivery information.
 - Maintain high quality customer liaisons during the quote phases.
- Liaising with E+H Internal Sales and Product Center Specialists for non-standard applications.
- Prequalifying technical requirements, project bid specifications and quotations.
- Learning Product Knowledge via formal training, on the job training, self-learning and e-learning.
- Participating in the weekly Business Development meeting and actively discuss all relevant matters.
- Ensuring that the E+H's reputation and quality is maintained at all times.
- Delivering to general manager a monthly report with all relevant activities by the 24th of each month.
- Any other duties assigned by Management.

**January 2014
To March 2018**

**Instrumentation and Control Manager
Pacific Energy Limited**

Pacific Energy Limited is a power generation company, offering power generation to the national grid. Owner of Omotosho Phase 1 (336MW - 8 x 42MW GE Frame 6B Gas Turbines), Olorunsogo Phase 1 (336MW - 8 x 42MW GE Frame 6B Gas Turbines).

As the Instrumentation and Control Manager, I was responsible for delivering a seamless monitoring, controlling, troubleshooting and repair/ replacement platform 8 GE Frame 6B Gas Turbines & BOP.

I managed a team of Chinese and Nigerian I&C engineers, delivering technical strategies and maintenance services that ensured zero downtime/reduction of unexpected downtime, reduced operation & maintenance cost and increase in manpower efficiency.

Specific responsibilities include:

Project Management

- Maintenance Projects (Hot Gas Path Inspections, Major Overhauls) - Project managed my team from initiation, planning, execution, monitoring and controlling to closing, commissioning and operation within the scheduled time and according to strict HSE standards to ensure safety, zero downtime and increase efficiency of the Gas Turbines & BOP.
- Determined project responsibilities by identifying project phases and elements; assigning I&C engineers to phases and elements
- Confirmed product performance by designing and conducting tests.
- Determined project schedule by studying project plan and specifications; calculating time requirements, sequencing project elements.
- Maintained project schedule by monitoring project progress, coordinating activities, resolving problems.
- Controlled project plan by reviewing design, specifications, and plan and schedule changes, recommending actions.

Operations Management

- Coordinated with OEM and vendors to ensure products are compatible with the unit, design standards and are cost efficient.
- Recommended budget friendly means of improving overall system reliability and performance.
- Responsible for all technical and non-technical aspects of the department/plant in regards to preventive, predictive, routine and reactive maintenances.
- Identified operational and maintenance risk areas, address technical issues, ensure adequate / cost-effective restocking of spare parts and ensure minimal downtime.
- Reviewed vendor supplies, ensure specification of parts/services satisfies requirements and identify exceptions and/or clarifications.
- Ensured the validity and reliability of the Gas supplied by Nigerian Gas Company to the plant.
- Researched, prepared and delivered technical presentations to management on efficient advanced technology products for optimal performance of the Gas Turbines and plant as a whole i.e. GE Predix, Coriolis Flow Meters, Simple Cycle optimization to Combine Cycle.
- Executed operation, installation, servicing, calibration and monitoring of the instruments, in a safe, professional manner, in accordance with industry standards, environmental restrictions, original equipment manufacturers recommendation (GE & other BOP OEMs).
- Analyzed plant operating problems with associates (Mechanical and Electrical Departments) and took necessary steps to restore plant to normal operation and reduced downtime.
- Worked with senior management team to attain defined goals and objectives- especially for pre-planned and ad-hoc emergency maintenance overhauls.

Maintenance, Task Planning and Execution

- Maintained Instruments and Control systems (GE MKVI Speedtronic controls systems (Toolbox)). Navigating the Toolbox application software to configure both the Mark VI component and its distributed I/O modules.
- Calibrated analog transmitters, digital switches, control valves for fuel gas and hydraulic oil devices.
- Ensured maintenance tasks are completed as per Work Orders generated.
- Planned for and ensured maintenance on all equipment is in accordance with OEM Manuals for the equipment.
- Along with the Maintenance Manager, ensured equipment maintenance planning is correctly scheduled so that all equipment is maintained as per OEM recommended intervals i.e. Combustion Inspection (CI), Hot Gas Path Inspection (HGPI), Major Overhaul.
- Reviewed Maintenance Procedures and suggested improvements.
- Tested, maintained and modified existing systems (Mark VI Control systems, BOP DCS)
- Analysed data and presented findings in written reports
- Worked collaboratively with electrical engineers, mechanical engineers, operation engineers, purchasers and other internal staff
- Liaised with clients, suppliers, contractors and relevant authorities

Team Leadership

- Ensured the successful management of all assets and projects through the effective coaching, leadership and mentoring of all team members
- Collaborated with Senior Management in providing effective and efficient expenditure of budgets.
- Worked closely with Human Resources and Management to achieve training mandate and defined goals and objectives of team members.
- Provided on the job training to I&C engineers to unlock salient potentials.

**September 2012
To January 2014**

**Project Engineer
Pacific Energy Limited**

I worked with SEPCO III on a Build Operate Transfer / Engineering Procurement Construction (BOT/EPC) contract for Niger Delta Power Holding Company (NDPHC) / NIPP Project. Olorunsogo Power Station (Phase Two) Project Value \$750m

Pre-Commissioning & Commissioning of the following power generating systems

- Gas Turbines (GE Frame 9E) (4 X 125MW)
- Boiler (Heat Recovery Steam Generator) (4 HRSG)
- Steam Turbines (2 X 125MW)

Managed smooth commissioning of the project by coordinating between the Owner (NDPHC) and the Contractor (SEPCO III) Supervised commissioning plans in accordance with project guidelines.

- Oversaw installation, commissioning, operation and documentation of power generating systems- Gas Turbines (GE Frame 9E) (4 X 125MW), Heat Recovery Steam Generator (4 HRSG), Steam turbines (2 X 125MW).
- Monitored the operation and maintenance of the MKVIe Turbine Control System, HMIs and DCS, (Speed control during turbine start-up, automatic generator synchronization, Turbine load control during normal operation on the grid, Trip troubleshooting and diagnostics).
- Monitored daily maintenance works on GE Gas Turbines, HRSG & Steam Turbines and their auxiliaries ranging from GT combustion inspection, HRSG expansion joint replacement, GT Evaporative cooler commissioning, motors, pumps and valves servicing/replacements, Instrument servicing, replacement and calibration.
- Observed planning of the EPC in conjunction with project consultant and owner to have all deliverables issued on time and monitor major milestones achieved.
- Reviewed designs and supervised onsite pre-commissioning & commissioning activities.
- Prepared and maintained commission records of site observations, testing processes and checklists.
- Monitored installation, submittals and usage of engineering tools adhering to project and commissioning guidelines.
- Assisted with identification and redressal of commissioning and malfunction issues.
- Tracked and reviewed progress through meetings.
- Evaluated contractual commissioning statistics and instruction guidelines in accordance with the needs of the project.
- Compiled commission report data for summarizing.
- Assisted in summarizing and updating commission records.

**May 2012
To September 2012**

**Senior Consultant
Zanibal LCC**

Zanibal LCC provides end-to-end solutions for automating and managing key business processes. The major areas directed as a Senior Consultant were:

- Provided suite of solutions for managing sales, service and back office business processes i.e. Meristem stock brokerage platforms, Custodian & Allied Insurance online insurance platform for buying insurance and filing claims
- Marketing and implementation of Customer Relationship Management (CRM), Enterprise Resource Planning (ERP), Sales Force Automation (SFA), Capital Markets and Software Integration & Management to companies.
- Responsible for business process analysis, solution design, and implementation including setup, configuration, training and overall client management.
- Assessed customer implementation needs, crafted innovative solutions that span different subject matter domains and implemented plans to customer's satisfaction i.e. Meristem, Custodian Insurance, African Alliance, Bgl Securities, Arthur Stevens, Aker Solutions etc.
- Lead multiple engagements, interacting directly with senior level client personnel both in their implementation as well as project execution
- Core programming to suite clients bespoke ERP, CRM and SFA business solutions – SOAP, WSDL, API's, HTML, PHP, JAVA, JavaScript etc.

**November 2011
To February 2012**

**Management Trainee
EFInA (Enhancing Financial Innovation and Access)**

Enhancing Financial Innovation & Access (EFInA) is a financial sector development organization that promotes financial inclusion in Nigeria. EFInA is funded by the UK Government's Department for International Development (DFID) and the Bill & Melinda Gates Foundation. Responsibilities carried out were;

- Mapped out all of EFInA's existing business processes (Business Process Map (BPM))
 - ✓ Admin – Operations
 - ✓ Research – Access to Finance (A2F), Mobile Money in Nigeria, Unbanked and UnderBanked Nigerians.
 - ✓ Innovation and Finance – Innovation Fund (Mobile Money Grant (Pagatech)), Innovation Fora's (Capacity Building on

- Piloted and executed the revamping of the company's website.
- Project tracking - Liaised with all employees on ongoing and forecasted projects; providing weekly status reports to CEO.
- Managed all IT related issues in the company (Microsoft Office package, Printers, Servers and Operating Systems).

**October 2010
To October 2011** **Nigeria Liquefied Natural Gas (NLNG). Lagos, Nigeria**
Information Security Officer

As part of the Information Security, Control & Risk Management Team, I was actively involved in utilizing an Information Security Management Framework, ensuring confidentiality, integrity and availability of NLNG information. Using the following mediums,

- Security/Compliance Monitoring & Control.
- Business continuity and disaster recovery planning, testing and maintenance.
- Project Scoping and Implementation - (Reliability of Software & Hardware Solutions).
- Provided Information Security Awareness.
- Working knowledge of Project, Incident, Risk, Change and Business Continuity Management.

EDUCATION

December 2010	Master of Science (MSc) Information Technology Loughborough University (United Kingdom) (Equivalent to a Master's degree, as determined by World Education Services, Canada, ECA#: 3319017IMM, August 24 th 2017)
June 2009	Bachelor of Engineering (B.Eng.) Systems and Control Engineering University of Sheffield (United Kingdom) (Equivalent to a Bachelors degree (four years), as determined by World Education Services, Canada, ECA#: 3319017IMM, August 24 th 2017)

PROFESSIONAL MEMBERSHIP

May 2017	Nigerian Society of Engineers - Corporate Member (MNSE)
July 2017	Nigerian Institution of Electrical and Electronics Engineers - Corporate Member (MNIEEE)
July 2018	Nigeria Gas Association - Associate Member
October 2018	Council for Regulation of Engineering in Nigeria - Corporate Member (ENGR)

CERTIFICATIONS

October 2012	Project Management Professional (PMP) Training - Certificate of Achievement JK Michaels, Lagos. Nigeria.
October 2015	GE MK VI (DCS) Speedtronic Turbine Control System Maintenance - Certificate of Achievement Osborne Engineering. Dubai UAE.
March 2017	Nigerian Society of Engineers (NSE) - Mandatory Continuing Professional Education (MCPE) Certificate of Achievement NSE, Victoria Island Branch Lagos. Nigeria
March 2018	Project Management Professional (PMP) Training - Certificate of Achievement JK Michaels Ltd. Lagos. Nigeria.
May 2018	Young Professionals (2018YPLAGOS) - Certificate of Participation Mentor - Mr David West (CFO Niger Delta Petroleum Resources) Lagos. Nigeria
May 2018	Result-Oriented Leadership & Emotional Intelligence – Certificate of Attendance and Completion Zolts Limited, Lagos. Nigeria
July 2018	High Impact Business Communication - Certificate of Participation Phillips Consulting. Lagos, Nigeria. Introduction to Business Writing • The Building Blocks of Effective Writing • Developing a Writing Style • The Writing Process • The Principles and Practices of Writing
July 2018	Endress+Hauser Customer Seminar for Oil & Gas Industry - Certificate of Completion Switzerland, France & Germany. • Level measurement, Tank Gauging, inventory management practice and overfill prevention system in Oil & Gas • Radiometric level, switch, density and interface measurement • Reliable pressure measurement to increase the safety and availability

- Good gas and liquid flow measurement practice and installation effects of liquid flow measurement.
- Introduction to fields technology, plant asset management and web enabled life cycle management.
- Aspects of engineers temperature solution requirements.
- Liquid and Gas analytical measurement, digital pH measurement and calibration

Factory tour through Endress+Hauser production centers in Switzerland, Germany and France.

Flow, Level, Temperature, Traceable calibration rigs, Laboratory for safety, electromagnetic compatibility and field applications, Fieldbus laboratory, interoperability, training: FF, Profibus, HAR, OPC

September 2018	Oil and Gas Trainers Association of Nigeria - Certificate of Attendance Capacity Building Opportunities in Bonga South-West, ZabaZaba and EGINA By Shell Nigeria, NCDMB and Total E&P Lagos, Nigeria.
October 2018	Advance Sales Training - Certificate of Completion Filigri Consulting Lagos, Nigeria.

VOLUNTEER

July 2014 To March 2016	SEPCOIII-PACIFIC ELECTRIC POWER TRAINING CENTRE Olorunsogo Power Plant (Phase Two), Ogun State, Nigeria. Facilitated for the National Power Training Institute of Nigeria (NAPTIN) Graduate Skill Development Programme. Volunteered to enable over 140 graduate engineers to be fully conversant with a Combined Cycle Plant and significantly increase their knowledge and experience in both theoretical and field aspects. • Gas Turbines (GE Frame 9E) (4 X 125MW) • Boiler (Heat Recovery Steam Generator) (4 HRSG) • Steam Turbines (2 X 125MW) • Theory & Practical (Field Training)
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REFERENCE

References will be provided upon request.