

Nimish Sharma

Architect & Project Management Professional



Profile

Experienced Built-environment professional with strong credentials as a COA certified Architect and a post-graduate Project management professional having a combined work experience of 4+ years in Bid management, business development, project appraisal & design, project execution, coordination, monitoring, management, and academic research.

Proficient in design delivery, strategic management, stakeholder management, project appraisal & feasibility studies, market research, valuation (Technical Due diligence), value engineering, design management and lean project delivery. Possesses good leadership, communication, and digital skills.

Currently engaged in Programme & Project Management services (PPMS) for Transportation and Nuclear sector at Atkins (SNC-Lavalin Group) for UK+Europe market in Winwork business unit.

Key experience

- Bid-life cycle management including Opportunity sourcing & management, Proposal management and process optimization using Lean and agile frameworks.
- Concept development, design development, stakeholder management, risk management and project management for Industrial, commercial, hospitality and Institutional Projects.
- Feasibility studies, techno-economic assessments, Valuation, Appraisal, and Technical Due diligence for commercial real-estate.
- Market Research and teaching experience for post-graduate programs
- Experience in tools:
 - Dynamics 365 (CRM)
 - Microsoft Project
 - Primavera P6
 - Power Bi
 - Power Automate & App
 - ProjectWise / BIM 360
 - JD Edwards
 - Bentley Synchro
 - Revit
 - Navisworks
 - AutoCAD
 - Adobe InDesign
 - Adobe Photoshop
 - Google Sketch-up

Profession

Architect & Project Management Professional

Contact

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Linkedin

Nationality / Languages

Indian / English, Hindi and French (Intermediate)

Qualifications

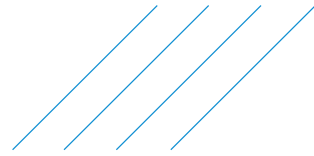
M.Tech in Construction Engineering and Management (M.CEM) – 2021, CEPT University

Bachelor of Architecture (B.Arch) – 2017, Rajasthan Technical University

Professional associations

Council of Architecture (COA)

Indian Plumbing Association (IPA) – Delhi Chapter



Experience with Atkins (Oct' 21 - Present)

Graduate Engineer:

National Grid Framework, UK

Engaged in Framework Management of two key frameworks (DPS and FEED) for National Grid (UK) client in Nuclear Market (Net Zero Energy) working on Opportunity sourcing, Bid Management and Bid Governance. The main responsibilities are:

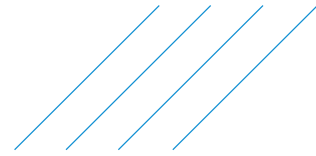
- Preparation of Draft proposal and CTR (Commercial Offer) based on the technical scope document (TSD) and other tender documents provided by the client.
- Support Atkins UK Nuclear team on EOI/Pre-qualification documents and opportunity sourcing.
- Support in Bid Governance i.e. Creation of opportunity on CRM, i-Gate governance, Project Risk Categorization Tool (PRCT), preparation of documents for Bid Manager's Approval.
- Acting as a trusted advisor for SAP Ariba accounts and other portal logins. Maintaining the login details at one central repository. Handling client portals to keep a track of new opportunities landing, forwarding them to appropriate leads, conducting Go-No GO session.
- Supporting the Bid manager with completion of stage gate 1(a) & (b) and scheduling the timeline of the same.
- Supporting the team in the Bid directive and making sure that we follow the Bid Action Plan and Timeline.
- Mailbox management and documentation using Common Data environment (CDE) tools such as ProjectWise.
- Taking the notes of TQs from authors and raising the same with client after final discussion with BM.
- Leading and supporting various initiatives on process optimization and automation of various activities such as "Live bid tracker" and "opportunity sourcing tracker". Development and delivery of interactive dashboards using Power Bi for business insights.

Framework Teams / SharePoint Ownership / Management

- Manage all access requirements of the framework in line with National Grid's Vetting Requirements – managing and owning database ensuring only those who have been through vetting have access to the system.
- Draft responses to all requests for information from the client – Copies of insurance certificates / Vetting Database / signing of Compliance Statements.
- Facilitation of Meetings as required – Monthly / Quarterly / Yearly meetings with clients
- Support Key Account Management – collation of data / information / facilitation of meetings / Stagegate meeting / Gold Sheets / Client Feedbacks, etc.
- Reporting on Framework metrics – no. of tenders, wins / losses, live projects, forecast revenue / pipeline, actuals billing etc.

Project Initiation

- Drafting of all relevant documentation to ensure that live projects are set up in ProjectWise.
- Generation of template / references for all deliverables for the project.
- Setting up of Live Project Teams collaboration site / page within the above mentioned site.
- Act as ProjectWise Champion for the business.



Development of Process Maps / Flow Charts

- Preparing and documenting Process Maps for all activities so that others can follow and complete tasks with minimal training.

SNC-Lavalin Rail & Transit, UK

Part of the SNCL Rail Consulting's PSO Team (Win work) working for key clients such as Network Rail, Transport for London (TfL), DB Cargo, Irish Rail, Eversholt Rail, etc.

- Leading Opportunity management in SNC-Lavalin Rail & Transit (Transportation) market and maintaining quality with efficient processes. Enhance coordination with various bid teams and external clients. Facilitating Go / No Go sessions with the Bid manager.
- Maintaining opportunities and new enquiries on CRM portal (Dynamics 365)
- Support in the preparation of formal Bid Proposal and assisting the Bid Manager with Bid governance and bid submission.
- Maintain records of Purchase orders and track the same for invoicing.
- Preparation of invoices with backing details that are issued to the external clients.
- Documentation and management of standard templates and records on Common data environment (CDE) such as SharePoint and ProjectWise improving Project Team Collaboration.
- Development of new workflows and guides using automation tools for SNCL R&T winwork processes to increase efficiency.
- Manage Mailbox for new invoicing requests, purchase orders and new opportunities.
- Understanding of whole range of win work activities and processes.

Experience with CEPT University (Jul' 20 – Nov' 21)

Teaching Associate (M.Tech CEM)1.Construction Project Formulation & Appraisal – Studio-12.Integrated Project Delivery – Studio-3

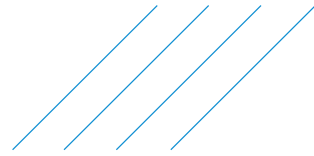
Role and responsibilities:

- Assisted professors in the M.Tech-Construction Engineering and Management program for batch 2020-2022.
- Improved student participation in the classroom through the integration of creative role-playing exercises and peer review sessions.
- Collaborated with a team of faculties at the weekly meetings and actively contributed new ideas on teaching.
- Conducted research work on key topics in AEC industry and presented the findings in international conferences.
- Assisted faculty members with classroom instruction material, exams, and documentation.
- Assisted students in understanding the key concepts and principles in context to the feasibility studies of construction projects and implementation framework of Building Information Modelling (BIM) including 4D/5D simulation, clash-detection, VR/AR, DSM, VDC, etc.

Research Assistant

Role and responsibilities:

- Engaged as a Research assistant for Dr. Ganesh Devkar (Associate Professor, CEPT University) undertaking research work in the construction management discipline for the AECO industry on key



topics such as “Leadership in Megaprojects”, “Event system theory”, “Lean Construction” and “Design management”.

- Assisted in conducting literature review, data collection, material preparation, data analysis and proof checking.

Published papers

1.Target Value Design: Development and Testing of a Virtual Simulation

Authors: Georgie Jacob, Nimish Sharma, Dr. Zofia K. Rybkowski and Dr. Ganesh Devkar
29th Annual Conference of the International Group for Lean Construction - (IGLC-2021)

2.Teaching Lean through Virtual Simulations: Pass the Pennies – A case study

Authors: Nimish Sharma, Shaurya Bhatnagar, Georgie Jacob and Dr. Ganesh Devkar
Indian Lean Construction Conference 2021(ILCC-21)

[Experience with Knight Frank India \(Jun' 20 – Jul' 20\)](#)

Intern (Valuation Advisory)

Role and responsibilities:

- Technical Due Diligence for commercial real-estate in Bengaluru region.
- Statutory Approvals and legal compliances required for Construction Projects of various asset classes.
- Evaluation of Development control regulations (DCR), Buildability and FSI Calculations.
- Cost and Financial Model Preparation.

[Experience with M.R Warekar and Associates Pvt. Ltd. \(Aug' 17 – Jun' 19\)](#)

Architect

Role and responsibilities:

- Site appraisal, strategic design brief, design development, preparation of working drawings, construction details and bill of quantities during design and development phases of the projects.
- Process mapping of activities for the industrial projects and preparation of Work Break-down structure (WBS).
- Design coordination & stakeholder management.
- Tracking the project's progress, tackling design & construction issues during execution phase.

Projects Undertaken:

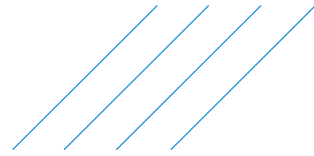
- Integrated Consumer Goods Manufacturing & Logistics Facility for ITC Ltd., Odisha
- Oberoi Flight Kitchen Services, Mumbai
- HELLA India Automotive Plant, Gujarat
- Britannia Industries Expansion Phase-2, Maharashtra
- SMDTKM College Campus, Rajasthan

[Experience with A.Sharma Associates Pvt. Ltd. \(Jan' 16 – May' 16\)](#)

Architectural Intern

Role and responsibilities:

- Conceptual design development, preparation of working drawings, construction details and 3D visualizations for hospitality projects.
- Project coordination and site visits during execution phase.



- Assisted Project architects in preparation of designs, details and documentation

Projects Undertaken:

- Fairfield Marriot Hotel, Surat
- Hyatt Palace Resort, Kasauli
- Holiday Inn Hotel, Hinjewadi

Achievements and Interests

- Awarded the “Distinguished Student Award” batch 2019-2021 by CEPT University.
- Program Ambassador of Faculty of Technology, CEPT University for the M.CEM Programme.
- Awarded Travel Grant of 1200 € by the Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) for a Winter School in Frankfurt, Germany on “Smart and Sustainable Urban Development – Case of Frankfurt city”
- Awarded as “Best Performance in Studio” batch 2019 by Faculty of Technology, CEPT University.
- Facilitating various virtual educational games on Lean Construction as part of COLLAB – O – LEAN and APLSO workshops.
- Developed and Tested a Lean Virtual simulation game on Target Value Design which is now being used by various international universities such as Texas A&M University, University of Kentucky, Ecole Centrale de Lille and Birmingham City University.
- Successfully published the findings of the above Lean simulation as a conference paper titled “Target Value Design: Development and Testing of a Virtual Simulation” at International Group of Lean Construction (IGLC) – 2021 held in Lima, Peru.
- Published Conference paper at ILCC – 21 on “Teaching Lean through Virtual Simulations: Pass the Pennies – A case study”
- Interests – Travelling, Photography, Cooking and Trekking.