

Areas of Expertise

Project and People Management
Managing and Operating
Business (P&L)
Business Development
Client relations and
Stakeholder Management
Establishing, developing
and mentoring teams

Sector Experience

Infrastructure Planning
and Design
Water and wastewater
Storm water and drainage
Flooding and flood alleviation

Professional Memberships

CEng FICE (ICE UK)
FIE (India)

Education

M E (Civil) 1991
B E (Environmental) 1989
Diploma in Civil Engg 1984

Employment History

STUP, Joint Vice President
Arup, Head of Infrastructure
Jacobs, Executive Director
TCS, Senior Consultant
MWH, Project Manager

Nationality

British with Overseas Citizen of
India status

Ajit Savadi : Engineering and Business Leader

I am a post graduate Chartered Civil Engineer and a Fellow of ICE UK with proven leadership credentials of over 29 years with senior corporate roles covering business development, commercial, contractual, operational and technical responsibilities in urban infrastructure engineering in India, the UK and Middle East.

I have handled the challenges and complexity of operating Design Centre type global operations as well as running the operations for local projects. I have a deep and thorough understanding of issues involved in Business Development, Establishment and Development of teams including forming joint teams with partner firms, negotiation with clients and successful execution of projects.

I have been in leadership roles at some of the best global consultancy firms including, Arup, TCS, Jacobs and Stantec (MWH) where I provided guidance to large teams of up to 400 professionals to achieve the desired goals with a well-structured approach.

With my varied experience, I have successfully developed and implemented business strategies, prepared and monitored business plans. I have been involved in commercial, contractual and risk management of complex programmes providing tactical and strategic leadership to manage a sustainable profitable business. I provide a collaborative leadership to build a robust team and mentorship to develop skills while providing an atmosphere of inclusive growth and achievement.

I possess excellent communications skills needed to effectively communicate with different stake holders be it a corporate, public, private sector or internal stakeholders including global teams. I am adapt to develop client relationships for business development as well as for successful project execution.

My present role is Joint Vice President responsible for business in the north zone for STUP Consultants. The business covers sectors such as highways, environmental engineering and buildings.

In my immediate past role, I was working as Head of Infrastructure for Arup India responsible for business development, team development and project execution for their infrastructure business in India involving portfolio of infrastructure sectors including aviation, ports, bridges, special structures, infrastructure, master planning and water including drainage, wastewater, lake conversation, flooding etc.

PROFESSIONAL EXPERIENCE

Oct 2019 – Present

STUP Consultants Pvt Ltd

Joint Vice President / Branch Head (Delhi)

Responsible for all the business activities in the north zone for one of the large consultancy firms in India. In this role, I am leading a profit center with more than 250 staff that covers sectors such as water, highways and buildings. Few of the projects operated from this region are :

- Jhansi Smart City
- Dholera Integrated Township
- Rajasthan Urban Infrastructure Development Program
- Dwarka Expressway
- Various packages under Bharatmala road project

Dec 2015 – Sept 2019

Arup India

Associate Director / Head of Infrastructure

I joined Arup to establish their infrastructure business in India. In order to explore the large potential in infrastructure development in India, I was tasked to develop capabilities, win and execute the projects. My duties included Business Development and client relationship to determine the prospective opportunities and at the same time develop internal team with selective recruitment to build a delivery team. I was responsible for all the stages of project including identifying opportunities, bids, technical and project management and project delivery. Some of the projects that I was involved in :

- Pre-bid design services for MTHL – 22 km over the sea bridge in Mumbai
- Tender design support for Kolkata Eye Giant Wheel
- Integrated Food Parks : Client relation and BD opening game for UAE government sponsored large export oriented food parks across India
- Major bids for Delhi and Hyderabad airport expansion, Mumbai International Finance Centre, Mumbai Eastern Seafront Development, water resource projects, railway station improvement, JSW port development, access controlled urban highway
- Preparing groundwork for major opportunities such as Bhadbhut Barrage, Regional Rapid Transport System and World Bank aided Dam Rehabilitation Project (DRIP II)
- Ulsoor lake rejuvenation – development of comprehensive integrated solution for a polluted lake in the middle of urban areas of Bangalore
- Concept infrastructure master plan including Water infrastructure for a 465 Ha development in Jaipur
- Kalpataru : Concept design for utilities for a large residential development
- Project Fountain : Due diligence of Decentralised Water Treatment Plants

Apr 2012 – Dec 2015

Jacobs India

Executive Director

In this role, I was responsible for success of the Water Business consisting of 375 professionals for Jacobs in India for domestic as well as international projects in the UK and Middle East. I provided technical and operational leadership to the group. The responsibilities included development of business, procuring orders, delivery of projects while ensuring growth, margins, revenues, costs, time and quality. My role covered preparation and monitoring of business plan, resource optimisation, line management and overview of project management and controls.

I also had a unique opportunity to integrate a large team of engineers from an acquired Indian firm into Jacobs. It was a fascinating experience to integrate people from different backgrounds, cultures and work ethos into a professional team to work with global standards of delivery.

As the leader of the group, I was responsible for projects such as :

- Maaden : Planning and design of utilities for one of largest phosphate producers in KSA
- Lavasa : Planning and design of Infrastructure utilities for a green field hill station town near Mumbai
- Urban Infrastructure : Various projects in urban infrastructure involving wet utilities across India
- AILA : Rehabilitation of about 750 km of flood embankment that was damaged due to storm AILA on the east coast of India
- MELD : Monitoring, Evaluation, Learning and Documentation project for 3 districts in Karnataka to monitor various water resources projects

Jan 2011 – Apr 2012

Jacobs UK

Technical Director / Divisional Director

My role was of a facilitator for Integrated Delivery (ID) – a Design Centre, between Jacobs India and UK and other overseas offices for water engineering projects. I was based in India to lead the India water team and the responsibilities include mentoring and guiding the team to ensure quality, engineering delivery, project management including managing resources and financial management.

In addition to the role of ID facilitator, I was also heading Jacobs Ahmedabad office consisting specialised teams of Architects, Structural, Bridge, Highway teams with over 80 staff. I was responsible for day to day operations of the office as well as HR, administrative, commercial, H&S and other statutory duties.

Nov 2009 – Jan 2011

Tata Consultancy Services, India, UK

Senior Consultant

I worked as a Senior Consultant heading the water and environmental engineering delivery team in India. My mandate was to initiate an Engineering Process Outsourcing (EPO) stream within a global IT company. Civil engineering industry has not adopted outsourcing the way other industries have embraced this as a means of achieving cost efficiency. Civil and in particular water engineering has an untapped potential to outsource design activities. It was perceived that EPO is going to be the way of working in the near future, particularly for UK water utilities in view of the cost efficiency necessary to deliver AMP5 projects.

In my functional role of Head of EPO Team, my responsibilities, apart from managing the Project Execution, included setting up the EPO team, establishing good working practices, mentoring the team, technical governance as well as provide support to Sales team in business development as a 'Subject Matter Expert' for various initiatives with UK Water companies and Tier 1 firms. I was responsible for commercial and contractual management, client liaison and coordination within the various internal teams. I was also involved in identifying and developing new business initiatives as part of 'Centre of Excellence' team.

Jan 2003 – Nov 2009

Jacobs, UK

Principal/Senior Engineer

I worked in the UK for multiple years including a long term secondment to Scottish Water. Some of the major projects that I was involved in were :

Scottish Water Project Closedown Programme : Worked on Scottish Water's programme to 'closedown' the 'incomplete' projects in the South West of Scotland. As a PM for a number of sub-projects, I was responsible for collection of technical and contractual data, identifying the outstanding work issues and managing those issues by amicable resolution to ensure completion of the project.

Scottish Water Q & S III UID Programme : As a Project Manager and Design Lead, I lead a team of more than 30 multi-disciplinary professionals to deliver a multidisciplinary and complex Unsatisfactory Intermittent Discharge (UID) Project involving 15 sub-projects aimed at improvements to the watercourses within Scotland.

Apart from the above Scottish Water projects, I also worked on the other projects during this period. These include, Water main diversion for N6 motorway, Ireland, Boddam Flood Alleviation Scheme, Scotland, Design and Construction of flow measurement facility at a Severn Trent Water reservoir, England.

Prior to 2003

Stantec (MWH), TCE

Prior to 2003, I worked in various cities across India on projects involving master plan, feasibility studies, DPR, socio economic studies for urban infrastructure including water, sewerage and storm water. I was the resident PM for India's largest water transmission project involving 3000 km of water mains of upto 2500 mm dia. I also worked on Leak detection in underground water mains in Chennai. Most of the projects during this period were funded by agencies like World Bank, USAID.

I worked as a Project Engineer, on a World Bank aided project Mumbai Storm Water Master Planning. This was the first Indian project where hydraulic simulation modeling was carried out for network design.

Similarly the Topographical Survey of Mumbai Sewerage System project was probably the first attempt to use GIS for any municipal infrastructure utility in India.

I was an expert in Condition Assessment of Sewers and worked on CCTV and Man-entry condition assessment surveys of sewerage and storm water networks in Mumbai and Jaipur.

I was the PM for Private Sector Participation project for Kolhapur city which was one of the first attempts of privatisation of water and urban sanitation facilities.