OBINNA SYLVA UGWU (MNSE, COREN)

6 Sholabomi Crescent, Off Oladimeji Street, Surulere, Lagos State, Nigeria
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SUMMARY

I am a passionate and creative individual with the right combination of technical and sales skills, always willing to invest work with an enduring legacy, and seeking continuous self-development while enjoying job satisfaction through alignment of personal and organization's philosophy.

My 7+ years of experience in the oil and gas industry spans mechanical seal and centrifugal pump sales, repairs and maintenance, commissioning, spares management, and project support.

I currently work as an application engineer for the sales, repair, installation, and commissioning of Sundyne centrifugal pumps and Sundyne centrifugal compressors to customers in the oil & gas, power and manufacturing industry.

PERSONAL DATA

Marital Status:……..Married
Sex:……Male
Date of birth:……August 1984

HOBBIES

Reading, Travelling, Playing Chess, Soccer, and Swimming.

EDUCATION

Enugu State University of Science and Technology…….. April 2012
BSc Mechanical Engineering

Special Science School, Ukehe, Enugu State……..July 2001
West African Examination Council (W.A.E.C)

WORK EXPERIENCE

Employer ; **Bell Oil and Gas Ltd**
Role ; Sales and Service Engineer, Sundyne Centrifugal Pumps and Compressors and Ingersoll Rand Air Compressors
Period ; March 2019 till Date

Responsibilities

- I frequently visit clients to offer technical expertise and solutions on new equipment specifications, spares and inquire on new projects to position our centrifugal pumps and compressors.
- Carryout field visit alongside a maintenance team of 6 personnel's during equipment breakdown for troubleshooting or equipment repair, installation and commissioning of Sundyne centrifugal pumps and centrifugal compressor which covers the OH2, OH6, BB1, BB2, BB3 and VS6 API 610 pumps types, HMD Kontro sealless pumps, Sundyne centrifugal line mounted compressor(LMC).
- Install Base; I am responsible for managing and updating Sundyne centrifugal pump and centrifugal compressor install base in Nigeria using it as a tool for spares management, aftersales support and driving business.
- I am responsible for building and developing a good customer relationship with decision-makers in relevant fields keeping stakeholders up-to-date on activities, plans and progress in the business space.
- I handle all technical proposals, negotiations and closing, sales presentations, aftersales support, price/buying agreement, business development, P&L/project budget and communicate activities to the senior manager and reports to OEM at Dijon, France.
- I handle pump selection (using SundQUEST pump sizing app) and engage the project team on technical features, applications and competitive advantages of Sundyne centrifugal pumps and compressors.
- I plan and collaborate with OEM to carry out equipment and spares audit on customer facility to ensure compliance with equipment policy and procedure.
- I create the annual sales strategy and gather intelligence on upcoming projects and also handles all technical correspondence/inquiries on centrifugal pumps or centrifugal compressor related projects.
- Manage existing centrifugal pumps service contracts in Nigeria. This includes Nigeria LNG(on 14 integrally geared Sundyne Pumps), Greenville Sundyne centrifugal compressor (Qty=3) maintenance contract and the ExxonMobil Ingersoll rand air compressor service contract amongst others. Using an analytical approach, i ensure all customer inquiries and issues are addressed and resolved as per OEM procedure.
- Identify, evaluate and develop new business opportunities and feasibility reports supporting growth based on intelligence.
- Plan and coordinate monthly teleconference meetings with OEM (Sundyne and Ingersoll Rand) on rotating equipment sales and service activities and business prospects in Nigeria.

Employer ; **Prime Atlantic Cegelec Nigeria Ltd (PACE)**
Role ; Mechanical Commissioning Engineer (EGINA FPSO)
Duration ; May 2018 to February 2019

Role and Responsibilities.

- Participated in the commissioning of the Triethylene Glycol (TEG) Dehydration Units and associated equipment, liaising with vendors and operating personnel as necessary.
- Participated in the troubleshooting/commissioning of several transfer pumps with vendors, flagging off abnormalities like vibrations, high temperature, mechanical seal leaks etc.
- Reviewed the drawings and highlight any deviations from the original design to the rotating equipment lead.
- Supervised the Samsung Heavy Industry(SHI) team of 23 technicians ensuring that all rotating equipment and associated systems are correctly hooked up with appropriate constructions punch list items. Supervise and monitor installation, pre-commissioning, commissioning, site acceptance test (SAT) of the Rotating equipment and systems through the EPC, SHI.
- I update all daily activities on the database accordingly, and ensure that all commissioning activities meet the project requirements and company standards.
- Supervise receiving, inspection, testing and proper preservation of commissioning materials and equipment and ensure that they are in accordance with the contract prior to receipt and acceptance.
- Participate in HAZOP / HAZID analysis, Conduct Job Safety Analysis, audit and develop PTW systems during SIMOPS and Start up stages and ensure works are done in accordance with the specified work scope, Safety roles and PPE requirements and enforce the implementation of the Company's Health policy.
- I coordinated between commissioning contractors and the company teams, providing feedback on progress to update plans and schedules. I also monitored the HSE performance of all commissioning contractors in the area and to ensure that all Work sites are operating safely.
- Ensure that all Rotating Equipment and associated systems are correctly hooked up with appropriate constructions punch list items. Supervise and monitor installation, pre-commissioning, commissioning, site acceptance test (SAT) of the Rotating equipment and systems through EPC, Samsung Heavy Industries(SHI).

Employer ; **Beamco Nigeria Limited (Flowserve & John Crane)**
Duration ; February 2014 to May 2018 (4yrs, 3months)
Role ; Rotating Equipment Engineer(Pumps & Mechanical Seals)

Roles and Responsibilities

- I participated actively in the overhaul, repair and assembly of Flowserve pumps in the accredited service center. Also participated actively in the installation and

commissioning of refurbished and new Flowserve centrifugal pumps in accordance with OEMs requirement.

- I was fully responsible for the refurbishment of over three hundred (300) Flowserve and John Crane mechanical seals. This entailed dismantling, cleaning and inspection(D.C.I), receiving and verifications of spares ordered, assembly and leak testing(using the Flowserve pneumatic test rig) of refurbished mech seals for installation meeting API 682 requirements.
- I was responsible for the dismantling of over 50 Flowserve Dry Gas Seals(DGS) for inspection, damage extent assertion and root cause analysis. I reassemble the DGS and prepare a findings report which is sent to Flowserve for further action.
- I handled the refurbishment of Ariel reciprocating compressor rod packing and valve Re-Kitting. It included ordering new parts, lapping and machining of parts to meet required dimensions and finally reassembly and leak testing.
- I participated actively in the repairs and maintenance of other Rotating Equipment like Compressors(MAN centrifugal, screw and reciprocating precisely), Aerzen Blowers, steam turbines, fans and valves in the workshop. This we did with strict adherence to OEM requirement.
- I have a good understanding of the use of the Welding Machine, Grinding Machine, Milling machine, Radial Drilling Machine, Lathe Machine, Heating and Cutting Equipment, Bearing Induction Heater, Hydraulic Press, Horizontal Band Saw, Bench Grinder, Key Cutter.
- I also worked as a Workshop Administrator/Document Controller where I take inventory, maintain and service company tools ensuring they are available in time of need and in good working conditions. Also ensuring manuals and drawings are available when needed.
- I also supported the QAQC and sales team where there was a need for process improvements and in-depth technical engagements with end-users.

Employer ; Douglas and Douglas Resources Ltd.
Role ; Graduate Engineer
Period ; August 2013 to January 2014

Responsibilities
As a graduate trainee, I participated actively in maintaining, procuring, installing, troubleshooting and ensuring machineries (Water pumps, Vehicles, Power Generators, Water sealing machines, Borehole drilling rigs) are all in good working conditions and services rendered complies with health and safety legislations.

TRAINING/CERTIFICATIONS

- Ingersoll Rand Air Compressor Product Curriculum EMEA Distributors (Including Centrifugal Compressors) – Certificate of Completion.
- Sundyne Pumps: Centrifugal pump application and sizing course(Inhouse).
- John Crane Mechanical Seal Repair Training(In-house and Hands-on).

- Flowserve; Level II Centrifugal Pump Repair Training (In-house and Hands-on).
- John Crane; Compressor Dry Gas Seal Failure training course.
- John Crane; Compressor Dry Gas Seal Basics training course.
- John Crane; Coupling Basic Product training course.
- John Crane Mechanical Seal Basic product Training.
- LinkedIn Learning Path; Becoming a Product Sales Manager.
- LinkedIn Learning Path; Becoming a Project Coordinator.
- Coursera; Sales Management and Operations – Coursera.
- ISO 9001-2015 Internal Auditor Course.
- Member, Council for the Regulation of Engineering in Nigeria, COREN (R54935)

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Available on request