

# Syed Hilaluddin Madany

Mechanical Engineer & Operations Leader | Building Management | Proposal & Sales Management

+91 9650329719 | syed.madany86@gmail.com

[in/syed-hilal/](#) | [github.com/Hilal-Madany](#) |

## SUMMARY

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Results-driven professional with 14+ years in Railways, EPC, FM, and Techno-Commercial operations across KSA and India. Expertise in HVAC, Medical Gas Piping, MEP, Preventive Maintenance, and Process Filtration. Founded and scaled an FM consultancy specializing in proposal management, technical documentation, and strategic coordination. Delivered 99.9% system uptime, ₹23Cr+ in contracts, and 60% revenue growth through vendor evaluation, estimation, and business development. I am skilled in asset management, tendering, and training.

## EXPERIENCE

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### Project Consultant (Freelance)

#### MF Group of Institutions-NGO (Fatehpur, U.P.) June 2025 – Present

- Documentation: Authored Administrative Proposal Management, O&M manuals, and SOPs for NGO/education sectors, improving operational safety by 15%.
- Training & Development: Designed and delivered FM training programs for 25+ professionals.
- Asset Management Consulting: Advised 5+ organizations on lifecycle strategies, extending equipment life by 20–25% and reducing maintenance costs by 15–20%.
- Procurement Support: Evaluated tender documents and supported vendor selection for projects.
- Academic & Business Development: Built the complete service portfolio and generated a consistent client pipeline through digital marketing.
- Partnership & Client Management: Established strategic partnerships for family-based NGO affiliated institutions' facility administration segment and managed the end-to-end client lifecycle from prospecting to delivery.

### Shift Engineer (Mechanical Supervisor)

#### Safari Company Limited (Riyadh, KSA) May 2023 - May 2025

- Led 25+ technicians in maintaining critical hospital piping (HVAC, medical gas, filtration), achieving 99.9% uptime in a 300+ bed facility.
- Implemented preventive maintenance programs, boosting task completion to 85% and reducing downtime by 30%.
- Ensured 100% compliance with CBAHI, HTM, and JCI audits through accurate documentation and timely issue resolution.
- Optimized CMMS workflows (Maximo), improving maintenance efficiency by 15%.
- Streamlined shift handovers, cutting project delays by 25%.

### Senior Project Coordinator

#### Accumen Techno Marketing Solution (New Delhi) June 2021 - May 2023

- Managed end-to-end installation, commissioning, and maintenance for industrial fabrication & combustion systems.
- Oversaw fabrication/assembly, cutting lead times by 20% via vendor optimization.
- Achieved 15% cost savings and 15% improved on-time completion through value engineering and planning.
- Trained technicians in safety/predictive maintenance, increasing uptime by 25%.

### Executive - Marketing Projects & Facility Management

#### Simplex Engineering & Foundry Works Pvt Ltd (New Delhi) June 2017 - June 2021

- Supervised railway equipment & steel structure production for major projects (NTPC, JI-VEDANTA, Indian Railways), ensuring RDSO compliance.
- Achieved 25% cost savings through strategic procurement and vendor development.
- Increased company revenue by 60% through Track Relaying Equipment sales to Indian Railways.
- Secured a ₹23Cr annual contract with Indian Railways and built lasting EPC client relationships.
- Reduced energy costs by 20% and boosted rental ROI by 25% through facility optimization.

## **Senior Sales & Service Engineer**

### **Wesman Thermal Engineering Processes Pvt Ltd (Faridabad) September 2014 - May 2017**

- Led project sales, production, assembly, and onsite commissioning of combustion equipment with full safety compliance.
- Managed manufacturing schedules and technician assignments to ensure on-time project delivery.
- Reduced service turnaround by 23% through integrated production controls and asset management.
- Increased MTBF by 30% and cut inventory costs by 20% via predictive maintenance and spare parts forecasting.

## **Sales Engineer**

### **Shaan Lube Equipment Pvt Ltd (Thane) February 2013 - March 2014**

- Supervised filtration/lubrication equipment assembly lines, optimizing workflows with design, procurement, and quality teams.
- Enhanced cross-functional handoffs to streamline order processing and production timelines.
- Drove business growth through cost estimation, client follow-ups, sales campaigns, and government tender management.

## **Sales Engineer**

### **Filtration Engineers India Pvt Ltd (Thane) January 2012 - January 2013**

- Managed filtration system production, quality, and supply, ensuring compliance and timely delivery.
- Led cost estimation, customer acquisition, and sales campaigns for filtration equipment.
- Handled government tender processes and represented the company in client-facing bids.

## **Project Site In-Charge**

### **M F School (U.P) October 2008 - December 2011**

- Oversee construction and administration progress, manage on-site teams and resources, coordinate project planning, ensure timely procurement and inventory, and maintain communication with stakeholders to meet quality and timeline goals.

## **PROJECT**

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- **Asset Digitization:** Developing open-source hub for Process Filtration and Industrial Projects, reducing technical calculation errors by 30% on GitHub.
- King Abdul Aziz Medical City, KSA Managed HVAC/medical gas operations for CBAHI & JCI-accredited facility; ensured 100% audit readiness.
- NTPC Barh Power Plant delivered auxiliary steel structures for a 3,300MW super thermal power project.
- Indian Railways oversaw the end-to-end fabrication and supply of RDSO-compliant track laying systems.

## **EDUCATION**

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- B.Tech in Mechanical Engineering, Uttar Pradesh Technical University • Lucknow • 2008
  - O Level in Computer DOEACC • New Delhi • 2004
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## **SKILLS**

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Quantity surveying, project supervision, EPC execution, piping (plumbing, combustion & medical gas), filtration, lubrication skids, preventive & predictive maintenance, operations management, manpower & material planning, welding consumables, scheduling, progress reporting, vendor & cost management, technical sales, tender management, estimation, procurement, equipment selection, business development, contract manufacturing (CAPEX & OPEX).