

Gaurav Sharma

NORTH AMERICAN ENGINEERING & PROJECT PORTFOLIO LEADERSHIP

Senior Project Engineering Manager, North America | ProMinent Fluid Controls Inc.

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Gaurav Sharma leads ProMinent's North American engineering and project management portfolio, connecting functional engineering, project managers, resource planning, delivery risk and commercial performance across the United States and Canada. His international career began in 2007 and spans India, the UAE, Canada and the United States.

USA & Canada

Current portfolio remit

Engineering & PM

Cross-functional leadership

Since 2007

International career

Portfolio leadership mandate

- **Prioritization and capacity:** Coordinates engineering and project management resources across the U.S. and Canada, balancing workload, project dependencies, resource constraints and customer commitments.
- **Governance and delivery risk:** Leads North American PMO practices, portfolio performance and risk reviews, escalations, and shared planning, reporting and execution standards.
- **Commercial performance:** Connects scope and contract-risk reviews with engineering effort, cost and delivery implications; works with Finance and stakeholders on commercial milestones and portfolio performance.
- **People and stakeholder leadership:** Coaches project managers and engineers, supports recruitment and capability development, and coordinates across Sales, Procurement, Manufacturing, Quality, Finance and Service.

Selected portfolio improvements

Document submission: 83% to 99.8% over two years. Analyzed stakeholders and constraints, applied Lean Six Sigma to remove waste, refined the workflow and established a timely-submission KPI. Teams exceeded the 97% requirement for 11 consecutive months.

Profitability above the internal benchmark. Led a combined improvement effort involving waste reduction, Kaizen, regular Scrum sessions, an AI-based systems library and lessons-learned register, and greater profitability visibility for stakeholders.

Responsible AI adoption

Coaches Application Engineering and Project Engineering teams in practical AI use with guardrails, review and professional accountability. Shared project knowledge supports the work. Business objectives include higher throughput, stronger quote-to-order conversion and improved portfolio profitability.

Performance improvements reported October 2026. Current role began June 2023.

International career & qualifications

INDIA - UAE - CANADA - USA

Senior Project Engineering Manager, North America

ProMinent Fluid Controls Inc. | Pittsburgh, USA | June 2023-Present

North American engineering and project management portfolio leadership, including PMO practices, resource alignment, delivery risk, people development and performance improvement.

Progressive project and engineering leadership

ProMinent Canada | Guelph, Ontario | July 2015-June 2023

Senior Project Manager | April 2021-June 2023

Project Engineering Supervisor | January 2019-April 2021

Team Leader (Projects) | January 2016-December 2018

Project Lead | July-December 2015

Senior Engineer - Projects (Proposals)

Petronash FZE | Dubai, UAE | June 2013-February 2015

Technical and commercial proposals, multidisciplinary inputs, budgets and schedules, vendor coordination and customer progress reporting.

Earlier engineering and commercial roles

India | September 2007-May 2013

Milton Roy India, Noida: Senior Engineer, Projects & Proposals | April 2011-May 2013

S.K. Systems, New Delhi: Project Engineer | April 2009-March 2011

Danfoss, New Delhi: Sales Engineer | September 2007-March 2009

Executive and professional learning

Artificial Intelligence: Business Strategies and Applications

University of California, Berkeley, Haas School of Business | 2024

Google Project Management Certificate | Google / Coursera | 2022

Project management credentials earned

PMP - Project Management Institute (awarded 2020)

PMI-ACP - Project Management Institute (awarded 2021)

Certified ScrumMaster - Scrum Alliance (awarded 2020)

Academic foundation

B.E., Mechanical Engineering | Visvesvaraya Technological University | 2006

Postgraduate Diploma, Business Management | ICFAI | 2012-2013