



Biranchi Narayan Pati

M.sc (Geol), MBA, Certified PMP®, PGDGI

General Manager

Dynamic Mining, Guinea, West Africa

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PROFILE SUMMARY

A senior resources industry leader with more than 22 years of experience in minerals exploration, development and mining with “Saha Brothers pvt Ltd, Jharkhand ,India, Sesa Goa (Vedanta Group) Barbil ,Orissa ,India, Ashapura Group, India, Monnet Ispat Energy, Delhi, India, Topworth Group, Mumbai, India & presently with **Dynamic Mining Sas, Conakry Wes Africa**

Biranchi has a deep understanding of the minerals value chain from geology, exploration, metallurgy, feasibility studies, Mine economics, Mine Financial modelling & asset evaluation, P&L approvals, Government Relations , Stakeholder management, Project Management & Integration, Construction readiness , MDO(preparation of mining services capex&opex) mining operation readiness , logistics , Procurement , Contract management , business improvement , technical marketing, Company governance, Financial Management and business development.. Instrumental in set up the green field project from first drill hole to production.

Currently associated as “**General Manager**”with Dynamic Mining, Guinea, West Africa, a company under the arm of Jaguar Overseas Ltd, Delhi India, for their Bauxite green field mine project development. Handling the project starting from grassroots/ Exploration stage to preparation of detailed feasibility studies & tendering for all construction procurement packages of about \$130 Mn Capex for construction of integrated mine project followed by construction of barge jetty terminal, port infrastructures, Road & bridges & mine infrastructures .

In addition, responsible for technical services & business development for Group’s other mining project & exploration of new mineral commodities.

Extremely determined and persevering with task despite many obstacles. Extremely optimistic & cheerful, with positive attitude when dealing with my co-workers or clients, strong tendency to analyse the potential difficulties and strategies, very high level of self-motivation, well organised, keeping the things in order and feel strong loyalty with the organization.

CORE COMPETENCIES

- **Geology, Exploration & Feasibility** -Locate Mineral anomalies, Discovery & sampling, Drilling Programs & resource definition, Economic studies & Financial modelling & Mine evaluation
- **Funding Process** –Legal & technical due diligence data bank management, Management of 3rd party due- diligence team, periodical reporting to the investor as per their requirement
- **Planning & Project management** -Mine Planning, Environmental & Social issues. Permitting & Licensing , Construction management, Infrastructures & pre-stripping
- **Contract management** – Contract package scheduling, Evaluation of contractor eligibility matrix, EPCM tender document preparation, Contractor selection, Circulation of tender to the preferred bidders, Contractor’s Bid evaluation, Contract negotiation Contract “TEAR” document preparation & appraisal to board for Award of Contract& execution of contract
- **Stakeholder & Local Content management** -Government Relation, Local communities, Media, & Financial institution,
- **Logistic & Procurement management** – Policies & procedures, Vendor & Key supplier management Master Import list management, Management of 3rd party inbound logistic contractor
- **Financial management** – Annual & Monthly Budget Allocation, Annona Audit, Cost control Management
- **Facility management** – Security Management, Vehicles Management, Office & Guest House management, Fuel supply & theft management, Catering & Laundry Management, Travel desk & Hotel reservation and all associated services
- **Risk management** – Risk Identification in project & operation level. Risk matrix & mitigation plan

- **Company Governance** – Company formation, Article of Association, Shareholder Agreement, Arrangement of Board meeting
- **Legal & Statutory compliances Management**- Submission of technical. Financial & statutory compliances as per schedule and country law or mining code
People management- Preparation of organization structure in Project & operation level, Lead the Executive /Sr management of the organization
- **Administration/Reporting:** Weekly /Monthly reporting to the Sr management. Submission of monthly report to project steering committee
- **General Management** – Stakeholder dispute management, delay register management, Policies & procedures management, Setting the Culture of the Organization
- **Technical Marketing** – preparation of technical document preparation as per customer requirement, Offtake agreement draft preparation, searching for potential buyers & traders, Connecting Buyers & Sellers
- **Consultants Management** - Managing with International & Local Consultants & their work progress
- **Business development** – New Mine area searching directly from the Government or acquisition from 3rd party, searching for investor to develop the project, familiar with E-bidding process for mine captivating
- **Mine Production & Operation Management** -Handling MDO (mine development operator), Owner Capex & Opex preparation for Mining& hauling services, Open cast Mine planning & scheduling, ore extraction through surface miner or D/B method, Crushing, Grinding, Concentrating & metal production waste management
- **Mine Closure Management: Site** Clean-up & reclamation, Environmental monitoring

KEY HIGHLIGHTS

- **Commodities Handled** – Bauxite, Iron, Manganese, Chromite, Limestone & Dolomite, Gold & coal
- **Overseas Experience:** South Africa, Zambia, Zimbabwe, Botswana, Namibia, West Africa (Ghana/ Liberia/Guinea/Gabon/ Mali /Mauritania), East Africa (Kenya, Tanzania), South Pacific countries like Thailand, Indonesia, South America (Colombia), Turkey - for due-diligence & exploration of metal mine projects.
- **Domestic Experiences (India):** Orissa / Goa / Chhattisgarh/ Maharashtra region for operational mining projects, especially in Iron Ore /Manganese/Dolomite.

WORK EXPERIENCES

General Manager – Since 12th July 2019 till date Dynamic Mining,Conakry,Guinea

Country Manager / Project manager – From 1st Aug 2016 to 11th July 2019

↓ Responsibilities

- Responsible for Bauxite project development & convert the project to production Mine
- In collaboration with CEO and Human Resources Manager, develop an organizational structure, recruit and select experienced personnel for specific positions and delegate responsibilities.
- Oversee the implementation of all required project execution systems and procedures.
- Ensure the project objectives, scope and plan are well defined and understood by the project team and stakeholders.
- Ensure that the project is in compliance with health, safety, environmental and community regulations and corporate standards.

- o Ensure that the approved scope, budget and schedule are established as a control baseline and that effective change management systems are in place to identify, mitigate and manage change. Ensure changes are only incorporated after the required reviews and approvals are in place.
- o Ensure scopes of work and cost estimates supporting Authorization for Expenditures are well prepared and obtain approvals prior to commencing any work. Monitor costs and ensure new estimates are prepared to support changes.
- o Manage project risks to achieve predictable outcomes and ensure that risk mitigation is considered in the design, construction and operation of the work and final installations.
- o Execute the project in accordance with the Project Execution Plan and ensure the multiple consultants and contractors are managed effectively
- o Establish robust project control systems and processes. Ensure schedule and cost forecasts are accurate and that contingency funding is appropriately managed. Report progress and forecast progress regularly and transparently using standard earned value practices.
- o Ensure the project team follows the proper procurement and contract procedures, while managing the tendering and decision-making process. Ensure a proper contact person is assigned for any contractors involved in the project
- o Oversee all site activities, including HSEC, site services, construction, pre-commissioning and commissioning.
- o Establish and communicate a handover plan to operations, and ensure that roles and responsibilities for technical transfer to the operations are well communicated and understood.
- o Follow the direction provided by the Managing Directors
- o To Implement Strategy for new mineral potential areas like Gold & Base metal resource development

↓ **Key Accomplishment in present organisation:**

- Transformed the exploration licence into exploitation permit
- Completed all Pre-Construction Technical activities followed by Detailed survey & Exploration,
- Completed all Geo technical studies for Haul Road & Barge /Jetty facilities,
- Completed ES studies as per IFC guidelines.
- Completion for DFS report Preparation,
- All Permit & Licensing for construction phases of the project
- RAP implementation, & completion land acquisition for entire project footprint
- Company transformation & issue of shares to Govt, as per country law,
- Completion of Account & Finance audit through engagement of PWC & Legal due -diligence for financing the project & obtain the tax clearance certificate from 2016 to 2020 .
- Award of construction tender& procurement packages & contract negotiation
- Engagement of EPCM contractors to start the early construction works
- Finalisation & award of EPCM contract package for 50 km haul road with 5 major bridges & Jetty port of 10MT capacity & achieved in saving of US\$7million from the budgeted value
- Implementation of Local Content strategy as per country law
- Successfully implemented stake holder management

S r. Deputy General Manager - Technical & Buisness Development

Sept 2014 – June 2016 (1-year 9 month) : Topworth Group of Companies, Corporate Office, Mumbai, India.

↓ **Responsibilities**

- E- (Mine) Bidding process for getting Coal & Metal block
- Post Bidding & Mine Development activities
- Due Diligence /Pre-feasibility Analysis of Mineral projects in Mauritania
- Develop models for acquisition ranking
- Financial Modelling/ Financial Appraisal of Mine project
- All type of Statutory Clearances & pre-operative mine activities to start the mine
- To conduct Exploration & Reserve estimation for new mine
- To visit mines & formulate reports & appraise the same before the top management for consideration.

- Development of Marki Mangli – I Coal Mine (Maharashtra state)
- ↓ **Achievements**

- Prepared techno-commercial features of selected coal block.
- Prepared financial modelling of coal blocks with respect to alternate sources of coal supplies i.e. from E-Auctions, linkages, traders & imported coal.
- Administrative support for filing bid documents with all technical requisites.
- Successfully bagged 2 coal blocks (Bhaskarpara/ Marki Mangali-1) in Chhattisgarh & Maharashtra respectively in final e-bidding process without help of any bid-advisory (3rd party) consultancy.

✪ **Asst. General Manager – New Mine Resource Development (Iron, manganese, Chromite & coal)**

Sept 2008 – Sept 2014 (6 year) : Monnet Ispat & Energy Ltd, New Delhi

Responsibilities:

- Formulating Strategies for International business development with as regards iron ore in different continent
- Lead team for additional Production-, to open New Pit , Budget – Manpower & Machinery
- Mine Planning and scheduling, Long term and short term mining operation plan
- Material handling at port site – Quantity and Quality reconciliation, timely built up of stacks for different customers
- Engagements with junior mining companies for acquisition of mine by “field visits and data analysis”
- Due diligence of African Iron, Manganese , Chromite tenements for acquisition
- Developing models for acquisition ranking
- Developing new commodity with a watch on competitors’ activity
- Executed Exploration Programs & drilling management for Domestic Iron ore, Limestone & Dolomite
- To provide technical support to TCS (Tata consulting services) in preparing BFS for 2.2 Million ton of clinker & 1,2 Million ton of cement

✪ **Manager - Resource Development -Bauxite & beach Sand Minerals**

July 2008 – Sept 2008 (3 months): Ashapura Menachem Ltd, Regional Office, Bhubaneswar, Orissa, India

Responsibilities:

- Resource Development for Bauxite in Odisha
- Liaison with Mine statutory bodies for approval of PI/ML
- Permitting and licensing
- Providing Technical inputs in preparing feasibility report for Alumina refinery & Aluminium
- Exploring new areas on Beach Sand mineral deposits

✪ **Jr. Manager - Technical Services-Iron Ore Mine**

Jan 2003 – June 2008 (5.6 years): Sesa Goa Ltd (Now Vedanta Group since 2008) Regional Office, Barbil , Orissa

Responsibilities:

- Exploration geologist – Drill-hole planning and execution, section preparation Codli Mine, Goa.
- Due diligence of Thakurani Lease of SESA Goa, Barbil- Carried out geological mapping of Thakurani Lease Hold (2.8 sq km) & executed exploration Program with 10500 m of core drilling, logging, preparation of data base & reserve calculation in Iron Mine at Thakurani Lease of SESA Goa, Barbil
- Arranged joint venture between SESA & A ROY & B ROY (owner of Jalahuri Iron Mines, Barbil, Orissa)

- o Carried out exploration Program for Resource Assessment in JV of SESA & A ROY & B ROY ; executed exploration Program with geological mapping in 1.8 sq km & 5000 m of core drilling and 3000 m of RC, followed with Resource Assessment
- o Carried out geological mapping of 17.65 sq km in Guali Iron & Mn Mines (JV between SESA & KAYPEE Enterprises), Koira , executed exploration Program with 3000 m core drilling & 4000 m DTH, handled resource assessment and prepared feasibility report
- o Identified Iron potential area in Horse shoe and submitted PL Application (Dhobil Area in Jharkhand State, India for SESA)
- o Ensured statutory clearances for increasing production from 0.5 MT to 2.0 MT including forest as well as environment clearances and coordinated with State Government of Orissa
- o Conducting EC / FC– Public hearing Thakurani & Jalahuri Iron Mines
- o Responsible for operating application for (renewal) Mines & Processing Plant to State Pollution Control Board, Bhubaneswar
- o Coordinated with District / State level authorities for forwarding the lease application till grant / execution of lease
- o Due diligence of Thakurani Lease of SESA Goa, Barbil (2 Km² Geological Mapping , 8000m CD, Resource / Reserve Estimation)
- o Overseas Project due diligence

✧ **Geologist - Iron Ore**

Oct 1998 – Oct 2002 (4.1 years) : Karampada Iron Ore Mine, Jharkhand, India

Responsibilities

- o Mine Operation & Scheduling
- o Discoveries
- o Conducted exploration programs in Iron , Manganese , Chromites
- o Solid body & Block Modelling for Resource modelling
- o People Development
- o Developing SOPs

✧ **Lecturer-Geology, Degree level**

Jan 1995 – Sept 1998 (3.7 years) : Nimapara college / Autonomous College (Utkal University), Orissa, India

Responsibilities : Teaching (in Intermediate & degree level)

Reporting to : The Principal

ACADEMIC QUALIFICATIONS

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- SYMBIOSIS INSTITUTE, (SCDL) Pune
PG Diploma in Business Administration in Operation: 2012 - Grade **A+ (Distinction)** - 70.33%
 - ACTS, PUNE UNIVERSITY
PG Diploma in Geo-Informatics C-DAC: 2000 - **1st Division – 70%**
 - UTKAL UNIVERSITY, Bhubaneswar, Orissa
M Sc in Geology: 1994 - **1st Division** - 74.5%
 - GOVERNMENT COLLEGE, Sundergarh, Odisha, SAMBALAPUR UNIVERSITY, Orissa
B Sc in Geology (Hons): 1992 - **1st Division with Distinction**- 71.5%
 - GOVERNMENT COLLEGE, Rourkela (steel City), Odisha
HSC (10+2): 1989 - **1st Division** - 70%
 - SAIL SCHOOL, Rourkela, Odisha
SSC (10th): 1987 - **1st Division** - 71%

PERSONAL DETAILS

- Date of Birth : 20th July 1972
- Nationality : Indian
- Passport No- Z2396356
- Language Known : English, Hindi, Odia and French

PROFESSIONAL MEMBERSHIP

- Certified professional in Mining Financial Model & Valuation from corporate Finance Institute ,Vancouver, Canada
- "RQP" from Indian Bureau of Mines,
- Life Membership in Society of Geoscientists & Allied Technologists (SGAT),
- Life Membership in Mining Engineers & Mineral Association (MEMA) of India

LINKEDIN PROFILE

<https://www.linkedin.com/in/birancchi-n-pati-a915b155/>