

RESUME

SAMUEL NKWACHI OGUGUA

BID, PROPOSAL, AND TENDERING MANAGER, LAGOS, NIGERIA

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PROFESSIONAL SUMMARY.

I am a results-driven Bid, Proposal & Tendering Manager with over 19 years of progressive expertise in marine, oil & gas (onshore/offshore), industrial, and EPC sectors. Proven track record in sourcing high-value opportunities, leading multi-disciplinary bid teams, and securing multi-million-dollar contracts for fabrication, subsea, platform upgrades, and infrastructure projects.

Expert in technical/commercial tender preparation, risk mitigation, cost optimization, and post-bid negotiations. Strategic leader known for enhancing win rates, streamlining processes, and delivering compliant, competitive submissions under tight deadlines.

PROFESSIONAL EXPERIENCE.

JAMES FISHER AND SONS PLC.

Tender Manager (Nigeria & Sub-Saharan Africa) - February 2023 – Present | Lagos, Nigeria

- Lead end-to-end tendering for subsea, Diving, marine, and energy projects across Nigeria, Ghana, and Angola (clients: Sapura Energy, NLNG, SNEPCO, Total Energies, ExxonMobil, Seplat, First E&P).
- **Secured 5 high-value contracts (2023–2025)**, including post-lay trenching, ROV systems, and training programs.
- Managed about 40 bids and EOI to submission, achieving a 75% win rate in highly competitive bid markets.
- Coordinate bid and proposal teams for technical compliance, pricing, and risk strategies

TOMSEY ENGINEERING AND SERVICES INTERNATIONAL LIMITED.

Tender/Proposal Manager - April 2019 – January 2023 | Lagos, Nigeria

- Directed and implemented tender strategy for oil & gas infrastructure, storage, and piping projects.
- **Won 3 major contracts, including:**
 - Supervision of the construction of a 20,000 BOPD crude storage tank (Platform Petroleum)
 - Fabrication and Installation of 179 Nos of 4'' barriers and Barricades at the Pipeline Right of Way (ROW) for West African Gas Pipeline Company (WAGPCo), on 2 phases.)
 - Fabrication of 2 1/2' and 5'', brine transport line for MV Maersk Inventor (Subsea well intervention project) (SNEPCO/Marine Platform)
- Reduced bid preparation time by 25% through the use of standardized templates and frameworks.

LAWRYGOLD GLOBAL SERVICES / CHEMIE-TECH DMCC (BR) FZE.

Project Tender/Proposal Engineer – Dangote Refinery- November 2018 – March 2019 | Lekki, Lagos

- Prepared technical/commercial bids for crude storage tanks.
- Ensured full compliance with international codes (API, ASME, DNV).

TABERAH RESOURCES LIMITED / ONSHORE CONSTRUCTION LLC.

Project Tender/Proposal Engineer – Dangote Fertilizer Plant - March 2018 – July 2018 | Lekki, Lagos
Developed a winning bid for part of the Ammonia Train 2 piping and structural works.

MELVIKS ENGINEERING AND ENERGY SERVICES.

Tender/Bid Engineer - April 2014 – January 2017 | Port Harcourt, Nigeria

- Led bids preparation and submission for ExxonMobil ERHA FPSO modifications and Osobo flare boom installation.
- Achieved 100% technical compliance across a C24-month campaign.

BROWN ROCKS NIGERIA LIMITED.

Tender/Bid Manager (2009–2014) → Tender/Bid Engineer (2005–2009) - Calabar, Nigeria

- Promoted to Manager after consistently winning Addax Petroleum contracts.
- Delivered about 25 successful projects, including piping, platform fabrications, platform upgrades, riser/spool fabrication, and FPSO changeouts.
- Pioneered cost model designs and improved margin accuracy by 25%.

KEY ACHIEVEMENTS.

METRICS	RESULTS
Total Bids Managed	Over 100 across EPC, subsea, marine, and industrial sectors.
Contracts Won	Over 75 (e.g., Dangote, ExxonMobil, Addax, NLNG, SNEPCO, Hydro dive / First E&P)
Largest Project Value	Dangote Refinery & Control Flow Excavation (CFE) Hydro dive / First E&P (multi-million USD scope)
Win Rate (James Fisher)	12.5% (2023–2025) – highly competitive and complex scopes.
Process Improvement	Reduced bid cycle time by 25% via templates and digital tools.

EDUCATION.

Enugu State University of Science and Technology, Enugu, Nigeria.	B.Eng., Metallurgical & Materials Engineering - 1998 – 2002
National High School, Aba, Abia State, Nigeria	Senior Secondary School Certificate Examination (1989-1994).
State School 1, Sangana Street, Mile 1 Diobu, Port-Harcourt, Rivers State, Nigeria.	First School leaving certificate (1983-1988)

PROFESSIONAL CERTIFICATION AND TRAINING.

Certificate of completion: - Bid and Tender Management (Piston and fusion Business Academy)
Certificate of completion: - Request for Quotation (RFQ) In Tendering Process (Dovi learn E-Learning Africa)
Certificate of completion: - Procurement Management (Great Learning)
Certificate of completion: - Supply Chain Management (Great Learning)
Certificate of completion: - Diploma in Project Management (International Business Management Institute)
Certificate of completion: - Change Management (International Business Management Institute)
Certificate of completion: - Leadership and Team Development (International Business Management Institute)
Certificate of completion: - Risk Management (International Business Management Institute)
Certificate of completion: - Construction Management (E-Learning College)
Certificate of completion:- Health and Safety Management System for Professionals. (Dovi learn E-Learning Africa)
Certificate of Completion: ISO 45001:2018 Principles of Occupational Health and Safety Management Systems (Alison)
Certificate of Completion: ISO 14001:2015 Environmental Management Systems (EMS) (Alison)
Certificate of Completion: Effective Accident Investigation (OSHA Train)

Certificate of Completion: Conducting Job Hazard Analysis (OSHA Train).
Certificate of Completion: Safety Supervision and Leadership (OSHA Train)
Certificate of Completion: Fire Prevention Plan (OSHA Train)
Certificate of Completion: ISO 9001:2008 (QMS) (Lead Auditor) (Capable People Africa)
Certificate of Completion: ISO Management System Audit Techniques and Best Practices (Alison)

CORE COMPETENCIES

Technical	Commercial	Leadership
Tender Document Analysis	Cost Estimation & BoQ	Bid Team Coordination
Technical Compliance (API, DNV, ASME, etc)	Risk Identification & Mitigation	Client Negotiations
P&ID, GA, Isometric Review	Vendor RFQ & Evaluation	Post-Bid Clarifications and follow-up.
Subsea, Fabrication, Integration, Installation, and Hook-up.	Profitability Analysis	Cross-Functional Team Collaboration.

SELECTED PROJECT PORTFOLIO (2005–2025)

Project	Client	Scope	Period	Status	Role
Post-lay Trenching & Backfilling	First E&P / Hydro Dive	Live pipeline & cable trenching, Anyala-Madu field.	Jun 2025	Won	Tender Manager
150 HP WROV System	West African Ventures	Offshore T&I support	Mar 2025	Won	Tender Manager
Coxswain Training	ExxonMobil	Free fall lifeboat training	Jun 2025	Won	Tender Manager
ERHA Marine Staff Training	Spie / ExxonMobil	Marine safety training	Jun 2025	Won	Tender Manager
Pipeline Post-Lay Burial	GEIL / ATIL / WAV	Otatikpo Marginal Field	Jun 2023	Won	Tender Manager
179 Pipeline Barricades (2 Phases)	WAGPCo	ROW protection, Lagos/Ogun	2020–2023	Won	Tender/Proposal Manager
20,000 BOPD Crude Tank	Platform Petroleum	Design, fab, install	Apr–Nov 2019	Won	Tender/Proposal Manager
86 Crude Storage Tanks	Dangote Refinery	EPC bid package	Nov 2018–Mar 2019	Won	Project Tender Engineer
Ammonia Train 2	Dangote Fertilizer	Piping & structural works	Mar–Jul 2018	Won	Project Tender Engineer
ERHA FPSO Mods	ExxonMobil	Piping/structural, 24-month	2014–2016	Won	Tender/Bid Engineer
Osobo Flare Boom	ExxonMobil	Fab & install	2016–2017	Won	Tender/Bid Engineer
Addax OML 123 Upgrades (25+)	Addax Petroleum	Platforms, risers, hook-ups, FPSO changeout	2005–2014	All Won	Tender/Bid Engineer → Manager

References available upon request.