

Gaurav Sharma

ENGINEERING OPERATIONS & PORTFOLIO LEADERSHIP

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

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Gaurav Sharma leads engineering and project management operations across North America, developing leaders, aligning capacity with business goals, and improving delivery and profitability. He champions responsible AI adoption through practical tools and team coaching. His 19+ year international career spans India, the UAE, Canada and the USA.

45 people

Across USA and Canada

10 direct reports

Cross-functional leadership

10% more projects

Delivered with same headcount*

Leadership that builds capacity

- **Portfolio and budget planning:** Aligns team capacity and past performance with senior leadership targets. Uses Lean audits, AI tools and cross-department resource sharing to increase capacity before adding headcount.
- **People and succession:** Developed a mechanical designer into a Project Engineer and later a PM; mentored a production manager into project management in Canada. Enables PMs to make routine decisions and coordinate resources independently.
- **Workforce decisions:** Leads performance and promotion decisions and develops ROI-based business cases for hiring and new positions, coordinating with HR and senior leadership.
- **Commercial discipline:** Reviews quoted versus realized margins and uses completed-project designs and lessons learned to improve engineering and production labor estimates.

Selected portfolio outcomes

10% more projects delivered with the same headcount. Lean improvements, AI-enabled tools and resource sharing supported higher North American throughput alongside improved profitability.*

Document submission: 83% to 99.8% over two years. Applied Lean Six Sigma, refined the workflow and introduced a submission KPI. Teams exceeded the 97% requirement for 11 consecutive months.

Profitability above the internal benchmark. Combined waste reduction, improved estimating inputs and greater financial visibility across stakeholders.

Responsible AI adoption across functions

Builds tools and coaches Engineering, Application Engineering, Sales and Procurement. Shared drawing and lessons-learned libraries reduced reference retrieval and review from 2-3 days to 1-2 hours, based on team estimates. Engineering AI key users audit data; user guidance calls for checking AI-generated results.

*Delivery: 2026 YTD versus the same period in 2025, USA and Canada combined. Results reported October 2026. Retrieval times vary by project size and are team-reported estimates.

International career & qualifications

INDIA - UAE - CANADA - USA

Senior Project Engineering Manager, North America

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

Leads a 45-person North American organization spanning engineering and project management. Scope includes capacity, delivery risk, people development, budget planning and portfolio performance.

Progressive project and engineering leadership

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

Senior Project Manager | April 2021-April 2023

Project Engineering Supervisor | January 2019-April 2021

Team Leader (Projects) | January 2016-December 2018

Engineering Project Lead | July 2015-January 2016

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

AI initiatives: applied and in development

Applied risk review: An AI-assisted review identified a design assumption requiring clarification before fabrication. Client engagement led to revised contractual guarantees; redesign is underway.

In design and testing: A tool to assist review of 500-2,000-page client engineering specifications. Results are not yet established.

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 (valid through September 2029)

PMI-ACP - Project Management Institute (valid through July 2027)

Certified ScrumMaster - Scrum Alliance (awarded 2020)

Academic foundation

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

Postgraduate Diploma, Business Management | ICFAI | 2012-2013