



Ashwin Praveen

BUSINESS DEVELOPMENT PROFESSIONAL

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📍 Chennai, India

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Profile

Proactive Business Development Professional with deep electrochemical expertise in batteries and Green Hydrogen. Proven track record in driving growth, market expansion, and strategic partnerships. Combines technical knowledge with sharp business and marketing acumen to exceed targets and deliver innovative, customer-focused solutions. Looking forward to challenges and learn new things along the way.

Employment History

Technical Sales Engineer , Associated Electrochemicals Pvt. Ltd., Delhi

April 2022 — November 2023

- Act as the primary technical liaison between over 100+ customers spanning five states and the company, offering detailed product information and technical support.
- Conduct product demonstrations, presentations, and training sessions to educate clients on the benefits and applications of PE separators.
- Creating marketing strategies for the products and embedded research to improve sales of the same.
- Work closely with engineering, R&D, and marketing teams to align product offerings with market needs and customer feedback.

Business Development Engineer, BGR Tech Ltd. , Chennai

December 2023 — Present

- Identified and solved technical challenges related to electrochemical cells, electrolyzers, and hydrogen storage systems.
- Conducted various market researches to identify emerging trends, competitive landscape, and growth opportunities in the green hydrogen sector.
- Generated new business opportunities and sales leads through targeted outreach, proposal development, and negotiation.
- Develop and manage budgets, forecasts, and financial models to support business decisions and project viability. Analyzed financial performance metrics to ensure profitability and return on investment.

Education

Bachelor of Technology - Chemical and Electrochemical Engineering,
CSIR-Central Electrochemical Research Institute, Karaikudi, Tamil Nadu

2015 — 2019

Links

[LinkedIn](#)

Skills

Electrochemistry

Market Research

Microsoft Office

Stakeholder Management

Communication & Network-
ing

Project Management

Languages

English

████████████████

Hindi

███████████████

Tamil

████████████████

Malayalam

████████████████

Hobbies

Table Tennis, Cricket, Bas-
ketball, Snooker etc.

Photography

Podcasting and digital con-
tent creation.

Travelling