

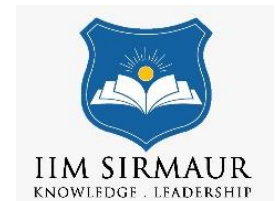
SURAJ ROZIWALA

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EDUCATION				
Year	Degree	Institute/ School	Percentage/CGPA	Achievements
2017	PGDM	IIM Sirmaur	7.88	Institute rank 1
2015	B.E.(Electrical)	KITRC (Gujarat Tech. University)	8.39	State rank 45/4000
2011	Class XII (Gujarat Board)	Shree P.V. Modi High School	62.92%	-
2009	Class X (CBSE)	Adani DAV Public School	81%	Class Rank – 4

ACADEMIC ACHIEVEMENTS	YEAR
▪ Achieved Institute Rank No. 1 at IIM Sirmaur	2017
▪ Specialized in Marketing & Operations with CGPA of 8.11 & 8.25 respectively	2017
▪ College Topper across all department during 1 st year in KITRC	2012

CAREER BRIEF	
Suzlon Energy Limited Senior Manager – Corporate Affairs Oct'22-Till Date 	
Key Responsibilities	<ul style="list-style-type: none"> ➤ <u>Policy Advocacy</u> <ul style="list-style-type: none"> ▪ Collaborate with State & Central Govt. for Drafting New or Amending Current Policies, Acts, Rules, Regulations etc. ▪ Keep track of developments in Policies, Acts, Rules, Regulations, Orders, Circulars, Notifications & Court Judgements ➤ <u>Government Liaison / Public Relationship / Regulatory Affairs</u> <ul style="list-style-type: none"> ▪ Build strong Public Relations & develop Network with external stakeholders viz. Government Officials, Industries Associations, etc. ▪ Build Intelligence Liaison to obtain developmental key updates ▪ Understand the requirement/processes of government authorities for various approvals & to prepare Applications/Representation accordingly. ▪ To prepare Representation/Concept Notes on Regulatory, Legal & Techno-Commercial Matters ▪ Demonstrate Technical and Financial/Commercial acumen to Persuade/Influence/Convince Government Official for favourable decision
Major Portfolio	<ul style="list-style-type: none"> ➤ <u>Energy & Petrochemical Department, GoG</u> ➤ <u>Regulatory (GERC)</u> ➤ <u>Others (GETCO, GPCL, GSPL, GMB)</u>

CAREER BRIEF	
Reliance Industries Limited Manager – Corporate Affairs & Commercial Division July'17- Oct'22 	
Key Responsibilities	<ul style="list-style-type: none"> ➤ <u>Government Liaison / Public Relationship</u> <ul style="list-style-type: none"> ▪ Build strong Public Relations & develop Network with external stakeholders viz. Government Officials, Industries Associations, NGO's, Community, etc. ▪ Build Intelligence Liaison to get developmental key updates in Government

	<p>➤ <u>Government Policies/Regulations & Judicial Proceedings</u></p> <ul style="list-style-type: none"> ▪ Keep track of developments in Policies, Acts, Rules, Regulations, Orders, Circulars, Notifications & Court Judgements ▪ Collaborate with State & Central Govt. for Drafting New or Amending Current Policies, Acts, Rules, Regulations etc. ▪ Participate in Judicial Proceedings/Hearings on case-to-case basis ▪ Due-Diligence during Merger & Acquisition <p>➤ <u>Marketing & Communication</u></p> <ul style="list-style-type: none"> ▪ Understand the requirement/processes of government authorities for various approvals & to prepare Applications/Representation accordingly. ▪ To prepare Representation/Concept Notes on Regulatory, Legal & Techno-Commercial Matters ▪ Demonstrate Technical and Financial/Commercial acumen to Persuade/Influence/Convince Government Official for favourable decision <p>➤ <u>Statutory Permission</u></p> <ul style="list-style-type: none"> ▪ Collaborate with Cross-Functional (Accounts, Electrical, Utility, Excise) teams of various subsidiaries (RUPPL, DNEPL, RRL, RJIL, RPML etc.) for numerous statutory approvals ▪ To prepare Flow-Chart and Dossier for every Permission, License, Statutory Approvals etc. ▪ To develop Operating Management System for Regulatory Section ▪ To develop MIS for Regulatory Purpose with timely reminders for renewal to respective stakeholder
Key Achievements	<ul style="list-style-type: none"> ▪ <i>Persuaded</i> Govt. Officials to exempt Electricity Duty payment on Aux. Cons. and obtained refund of Rs.10.32 Crs. ▪ <i>Convinced</i> Site Management to install an apparatus & obtained Rs.60 lakhs rebate from DISCOM. ▪ <i>Audited</i> Township Disconnected Power connections & obtained Rs. 6 lakhs refund of SD ▪ <i>Arbitrated</i> and settle the case of pending dues with 50% payment without interest. ▪ <i>Mentored</i> appointed General Manager for 3 months. ▪ <i>Streamlined</i> various pending statutory issues related to power & properties.
Major Portfolio	<p>➤ <u>Electrical Inspectorate:</u></p> <ul style="list-style-type: none"> ▪ To obtain Plan Approval and Energization Permission, Registration Certificate from Chief Electrical Inspector / Collector of Electricity Duty for Greenfield/Brownfield Projects ▪ To arrange Inspections and obtain Lift Licenses, Electrical Contractor Licenses etc. ▪ To obtain Exemption from payment of Electricity Duty for New/Additional Industrial Undertaking <p>➤ <u>POWER (DISCOMS, GETCO, SLDC, GEDA)</u></p> <ul style="list-style-type: none"> ▪ Co-ordination with GEDA, GETCO, SLDC & DISCOM for Approval, Agreement, Certification ▪ Open Access Approval, Forecasting and Scheduling, Power Wheeling Agreements & RPO / REC ▪ Studies of various GERC / APTEL/ CERC orders/judgements to understand its implications ▪ Preparation of representation for matters referred in GERC ▪ Arbitration with DGVCL/GETCO for financial/billing related disputes ▪ Co-ordination with DGVCL/GETCO for power reliability / meter related activity etc. <p>➤ <u>Directorate of Industrial Safety & Health (DISH)</u></p> <ul style="list-style-type: none"> ▪ To obtain Plan Approvals, Factory License, Certifications (CSEP) etc. ▪ To arrange mock drills, internal/external safety audits, emergency plans etc. <p>➤ <u>Other Major Portfolio: Prohibition & Excise Dept., Dist. Statistics Dept., NSSO</u></p>
Other Portfolio (Exposure)	<ul style="list-style-type: none"> ▪ <i>Irrigation Dept., GMB, GPCB, GIDC, Dist. Collectorate, Municipal Corporation Industrial Associations etc.</i>



Work Executed and Achievements	<ul style="list-style-type: none"> Developed a BTL strategy for B2C segment to generate brand awareness for e-grocery portal Conducted segmentation (cluster analysis) & cost benefit analysis for implementing BTL Strategy Recaptured lost customers from B2B segment and generated 24% revenue share within 1 month Recommended targeting strategy for e-grocery portal (kiranaman.com) based on feasibility study
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EXTRA CURRICULAR ACTIVITIES & ACHIEVEMENTS		YEAR
Sports	▪ Winner - Intra-college volleyball tournament held at IIM Sirmaur	2016
	▪ Winner - Inter-college cricket tournament among 4 colleges held at IIM Sirmaur	2016
	▪ Winner - Inter-department football Tournament	2016
E-Sports	▪ Winner - Intra-department strategy game (Counter Strike) tournament at IIM Sirmaur	2016
	▪ 2nd out of 16 teams - Intra-college strategy game (Counter Strike) competition, KITRC	2014

ACADEMIC PROJECTS	
Retail Management	<ul style="list-style-type: none"> Developed a retail location model to maximize demand at client side using MS Excel Deployed competition ignoring model to determine sites for opening new retail outlet
Sales & Distribution	<ul style="list-style-type: none"> Qualitatively Analysed Sales & Distribution channels for Prescription & OTC drugs in Pharma Compared incentives, coverage, credit policy and margin for retailers in urban and rural region
Brand Management	<ul style="list-style-type: none"> Identified factors impacting pricing of premium and economy seats across multiple airline carriers Evaluated importance of factors through regression modelling with 13 models in R & IBM -SPSS

ADDITIONAL DETAILS	
Marketing Courses	Sales & Distribution Mgmt, Pricing Strategy, Brand Mgmt, Integrated Marketing Communication, Consumer Behaviour, Promotion Strategy, Data Analysis in Marktg, Retail Mgmt, Service Marketing
Operations Courses	Service Operation Mgmt, Supply Chain Analytics & Strategy, Project Mgmt, Quality Mgmt Six Sigma, Operation Strategy
Technical Skills	Data Analysis tools - IBM SPSS, Minitab, R Studio and MS Office (with MS Project)