**Saket S. Landge**

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**SUMMARY**

With a proven track record and work experience of 3.5+ years in Business Development and Sales across pan India. Ability to generate revenue within the assigned territory, generate new business & achieve/exceed set sales goals. Manage key accounts, channel partners and create a distribution network to boost product sales. Ability to design & implement systems/processes to achieve sales targets and improve the overall efficiency of the organization. Experienced in premium product sales/business development. Equally effective, as an individual & as a team member.

**KEY SKILLS**:

* Excellent sales techniques
* Premium product sales
* Strong lead development skills
* Supporting international sales team
* Goal-oriented
* Business negotiation
* Adept multi tasker
* Analytical problem solver
* Excellent communicator

**PROFESSIONAL EXPERIENCE**

**CURRENT JOB**

Currently I am working with **SMA Solar India Pvt. Ltd.,** a subsidiary of **SMA Solar Technology AG. SMA Solar Technology AG** is a global leader in the development, production and sales of PV inverters and, as an energy management group, offers innovative key technologies for future power supply structures. SMA is represented in all important Photovoltaic markets across 21 countries. The company has a staff of over 5,000 and reached a sales volume of € 1.5 billion in 2012.

**Experience**: June’ 2013 – Present

**Designation**: Sales Engineer – West & East

**Responsibilities**:

* Responsible for the sales of SMA String Inverters for grid-connected-Residential, Commercial & Industrial applications and Off grid solar systems with battery backup-Residential, Commercial & industrial as well as the associated communications technology in the Western & Eastern region of India.
* Responsible for the sales of SMA Central Inverters for grid-connected-Utility scale projects as well as the associated communications technology in the assigned territory.
* Responsible for Hybrid Energy Solutions-Industrial (PV-Diesel Hybrid applications) as well as the associated communications technology in the assigned territory.
* Taking care of the sales with focus on achieving pre-defined sales targets and growth. Forecasting and planning of monthly & quarterly sales targets and executing them in a given time frame.
* Maintain and expand business with existing local key accounts, acquire new channel partners and direct customers.
* To successfully build and grow revenue within the assigned territory and achieve sales goals.
* Devising & applying sales & marketing programs/strategies to improve the product awareness and enhance business growth.
* Recruit the right channel partners and make them stake holders with equal responsibility for business development in their areas.
* To nurture / develop a relationship between the channel partner and the organization for mutual benefit.
* Work on the annual plan with channel partners, negotiate and follow up contracts, monitor performance.
* Actively taking part in the dynamic role of acquiring new clients and generating new business. Ensuring that the turn key solution is provided to such clients through our EPC channel partners.
* To create new business opportunities by developing a distributor network in the region.
* Identifying and targeting key areas for new business development.
* Support partners on customer visits, sales training, product information, etc.
* Undertaking marketing initiatives in the region through print, seminars, group presentations & roadshow.
* Coordinate and develop relationship with applicable IPP’s, Nodal Agencies and DISCOMS.
* Lending support/assistance in preparing tenders for solar photovoltaic projects with PSU’s and various Government departments & DISCOMS.
* Represent SMA at various trade shows, conferences and training.
* Set ambitious targets and devises concrete plans to achieve them.
* Ensuring all the targeted clients/end users/ EPC’s understand the quality of SMA inverters and all the features that are offered along with it up to after sales service.
* Conducting market research, trend & competitor analysis for market identification and penetration & conceptualizing sales promotional strategies.
* Incorporating the benefits of SMA inverter into financial analysis viz. outdoor type, auxiliary consumption, reactive power @ night, zone monitoring & comparative BoM.
* Applying 360 degree sales approach.

**Opportunities at Global Level**:

* Represented SMA-India at Technical Sales Training program in Kassel, Germany.
* Represented SMA-India at the first ‘Global Sales Summit’14’ in Kassel, Germany.

**Past Experience**

**SHASHWAT GREEN FUELS AND TECHNOLOGIES (I) PVT LTD.** Shashwat is a subsidiary of Siddhi Group, a leading turnkey player with a long list of reputed clients in Gujarat, Madhya Pradesh, Bihar, Rajasthan, and Maharashtra. Siddhi Corporation was founded in 1971, and has emerged as one of the strongest players in Western India in the engineering and contracting sector with a turnover of $ 50M.A strong knowledge base of the electrical and power sector at Shashwat gives us critical edge over our competitors for power interconnection, commissioning and evacuation in all of our Solar projects.

**Experience**: June’ 2012 to June’ 2013

**Designation**: Manager- Business Development

**Major Projects handled**:

* Utility scale On Grid Solar PV projects
* Rooftop solar PV projects of various capacities starting from 10 kWp to 1000 kWp with and without battery backup
* Solar pumps of various capacities
* Solar street lights, Solar lanterns, Solar home lighting systems and Solar water heating.

**Responsibilities**:

* Actively taking part in the dynamic role of acquiring new clients as a part of business development for solar rooftops, spv pumping, solar water heating and solar street lights. Clients are from various fields viz. industrial, universities/colleges, hospitals and other private sectors.
* Liasion with government and private channels for implementation of new projects.
* Submission of proposal for projects to be approved by *PAC* (Project Approval Committee), *MNRE* (Ministry of New and Renewable Energy), a nodal agency for Govt. of India in renewable energy sector.
* Application for subsidy and ensuring smooth disbursal of the same for our clients/beneficiaries.
* Undertaking all the processes for testing and approval of solar pumps at *SEC* (Solar Energy Center), MNRE.
* Preparation of budgetary proposals as per the customized and optimized solution to be offered to the client.
* Finding out feasibility of a project by calculating NPV and IRR over a period of 25 years for solar rooftops and MW scale projects.
* Preparation of business plan for the company on quarterly basis and ensuring the targets are achieved.
* Strategy planning for acquiring new business in solar rooftops. Key areas identified and business plan made accordingly.
* Forming strategic business associations with companies/organizations/individuals across the nation and building a strong network.
* Submission and preparation of tenders at various govt. departments.
* Preparation of PO’s & PI’s and issuing of the same.
* Vendor development and management.
* Furnishing technical details for marketing purpose. Developing brochures for marketing pertaining to solar rooftops, SPV pumps, solar water heater and solar street lights.
* Predicting and Developing timeline for new projects to be implemented and ensuring projects are completed in a timely manner, with high quality and good workmanship.
* Coordinating with all the contractors for timely & quality Installation.
* Completion & Issue of all workable drawings to the contractors.
* Preparation of process & quality check sheets for Installation & Commissioning.
* Preparation of process documents for Final Acceptance Test.

**PAST EXPERIENCE**

**Experience:** From December 2010 to June 2012.

**Organization:** SunBorne Energy Services India Pvt. Ltd***.***

**Designation:** Project Engineer

* **Project:** ***15MW Solar (PV) Power Plant***
* **EPC Contractor:** ***PhotonSolar India Ltd.***
* **Location:** ***Village Karmaria, Taluka Bhachau, Kutch, Gujarat State, India***
* **Project Cost:** ***INR*** ***210.00 CRORE (Modules, Structures, Switchyard and Civil Cost Included)***

**Description of duties:**

* Responsible for overall co-ordination & execution of the project, review & proof checking of designs, quality & control, monitoring the progress of work in co-ordination with Project Management and according to the Project Schedule.
* Quality Checks and execution of all the construction activities for the Structural Foundations and Structures (On which the modules are to be mounted).
* Quality checks for structural material and structure alignment post installation.
* Pre-Installation quality checks of the modules at the site.
* Pre-installation Quality check of structural material.
* Structure Alignement post installation.
* Module alignment on the structures post installation.
* Maintaining records for all the quality checks carried out on the field.
* Interconnection of modules and DC cabling from SCB to Inverters.
* Cabling from Inverter to LT Panel, from LT Panel to Transformer, from Transformer to RMU, from RMU to switchyard (HT Cabling).
* Cabling of Communication cables for SCB’s (CAT5 Cable) and Inverters (RS 485).
* Cabling for providing auxiliary power to Inverters and SCB’s.
* Testing of module strings at String Combiner Box Input (Voc and Isc).
* Testing at Inverter Input.
* Installation of all equipment’s in a 66KV switchyard and its control room.
* Making quality checks and reports for all the ongoing activities in the project viz. structures, structure alignment, module alignment, switchyard, control rooms, etc.
* Testing of Proto type Structures/Transformers/RMU before and during the construction for acceptance.
* Preparations of daily/weekly progress reports.
* Communicate with company’s top management.
* Execution of control rooms consisting one each of Inverter, Transformer, RMU & LT Panel.
* Collecting all required documents for Auxiliary Power and submitting of the completed file at PGVCL.
* Ensuring the work to be executed as per the approved design, specifications and in time bound manner.
* Guide workers and supervisors for necessary work as per drawings and other details.
* Assisting the designers for preparation of As-Built Drawings.
* Handing over of all the quality documents to O&M Team via a third party inspection.
* Have knowledge and executed applications like auxiliary power application, temporary power application and permanent water supply application.

**Educational Qualification**:

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| --- | --- | --- | --- |
| **Degree** | **Year of Passing** | **Board / University** | **Class** |
| **B.E.(Electrical)** | 2010 | **M.S.University, Baroda** | Second Class |
| **H.S.C.** | 2005 | **G.S.H.S.E.B.** | Second Class |
| **S.S.C** | 2003 | **G.S.E.B.** | Distinction |

**Extra-Curricular Achievements at College Level:**

* Represented MSU in Table Tennis at zonal level in ‘07 & won the Techo cup in ’08.
* Stood 3rd in singles & 1st in doubles in Table Tennis at University level in ’09.

**Personal Details:**

* Date of Birth: 23rd June, 1987.
* Nationality: Indian.
* Marital Status: Married.
* Languages known: English, Marathi, Hindi & Gujarati.

**Declaration**:

I hereby declare that the above-mentioned information is correct up to my knowledge and I bear the responsibility the correctness of the above-mentioned particulars.

**(Saket S. Landge)**