

VIPUL VERMA

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Location Preference: Pune

Result-oriented Professional targeting assignments in **Business Development, Project Management in Renewable Energy & IT industries**

CORE COMPETENCIES

- **Project Management**
- **Business Development**
- **Requirement Gathering**
- **Testing and Implementation**
- **Daily Status Report (DSR)**
- **Project follow-ups**
- **Vendor & User Management**
- **Reports and presentations**
- **Project Lifecycle Management**

PROFILE SUMMARY

- Offering nearly 8 years of experience in **IT Technical Project Management & Solar Engineering**
- Gained knowledge of **Renewable Energy Resources & Technologies, Renewable Energy Policies & Planning, Environmental & Health Impact of Energy Use** during APGDRE Course from TERI
- Comprehensive technical experience on various energy technologies, with main focus on Circuits for Solar LED Lights
- Expertise in coordinating with supervisor, staff, site team members and contractors/vendors
- A keen strategist & thorough implementer with capabilities in **project transition & delivery focusing on maximizing customer satisfaction, process compliance & software quality**
- Extensive qualifications in all **aspects of the project life cycle**; including initial feasibility analysis, conceptual design, implementation, user training and enhancement
- Comprehensive experience in team management; led cross-functional **teams (20+)**

WORK EXPERIENCE

May 23- Till date: Zeitview (Dronebase Inc/ FWCloud Technologies Pvt. Ltd. Bangalore), Key Accounts Manager (Business Development)

Role:

- Market study and analysis
- Key accounts management- Mining business opportunities with the existing clients, periodic updates and feedback from the clients.
- Market exploration and interaction with new clients for potential leads and enquiry
- Cost estimation and proposal submission against the generated leads.
- Partners and vendor management
- Project progress and follow ups in case of deviations and escalations.
- Business potential, projections and revenue estimation within the team and management.

Highlights:

- In person/ Online meeting with the clients
- Follow ups on identified leads
- Sync between client's expected delivery timelines and Operations throughput.

Sep 21- May 23: Arbutus Consultants Pvt. Ltd. Pune, Business Development Manager

Role:

- Market study and analysis
- Interaction with existing and new clients for potential leads and enquiry
- Understanding scope of works and prepare techno-commercial proposal

- Partners and vendor management
- Project progress and updates from clients and internal teams.
- Resolution and escalation of red flags (if required)

Highlights:

- Identification of potential business in selected geographies across the world
- Representation of organisation on various portals
- Client interactions
- Responsible to get the business for organisation by offering relevant services to clients
- Writing proposal, budget estimation, negotiations and deal closure
- Payment follow-up and collections

Jul 21- Sep 21: IFHD, Bangalore, Consultant

Role:

- Last mile delivery – Cold chain study for Livelihoods, Agri-value chain, Health care vaccination
- Field visits, community level interaction
- Data survey and reports preparation

Highlights:

- Successfully completed assigned task on cold chain study
- Conducted community level surveys with farmers, ANM, CHC, PHC and veterinary departments.
- Interaction with KVK, Horticulture departments at various district level to understand current policies on cold chain.

May 19- Mar 21: Selco Foundation, Bengaluru, as Program Manager

Role:

- Designing livelihood projects with Institutional partners
- Timeline, Operational plan, Budgets and Report preparation under the project, project implementation tracking
- FPO orientation, Requirement gathering, survey and offering appropriate solution to the end-users
- Capacity building workshops and Trainings on DRE based livelihood solutions
- Technical support under innovation project, vendor and technology identification.
- Handling multiple projects and there day to day activities.

Highlights:

- Successfully completed one-year partnership program with institutional partner
- Coordination within teams and partners

Jan'16- May 19: IL&FS Technologies Pvt. Ltd., Gurugram (Livia India Ltd. Mumbai), as Project Associate

Role:

- Managing the Project of Rajasthan Record Room Modernization, by Board of Revenue Ajmer, which comes under Digital India Land Record Modernization Program
- Developing progress reports on a daily/monthly basis to the Management, Team Management and providing real-time Technical Assistance regarding network establishment and digitization
- Supervising the complete work progress and coordinating with client (government offices), for smooth functioning and bill processing in project for allotted division

- Mapping requirements of users as well as different Senior Management, Vendors / Consultants & other Stakeholders for ensuring effective translation of business needs into technology requirements in adherence with company's objectives
- Aligning IT strategies as per the organization objectives with strong knowledge of technology & business process and cross-functional skills
- Understanding changing business requirements and implementing technology-based solutions to support strategies & operations

Highlights:

- Successfully completed the project costing INR **6 Crores** within the assigned time frame of **9 Months**
- Strongly led Cross-functional Team of **20-25 Operators** and other teams relating to Civil, Electrical and Networking

Jan'15 to Jan'16: TCS-ion, Bhopal (Core Integra Consultancy Services Pvt. Ltd., Mumbai), as Operations Executive

Role:

- Conducted Online Examinations on LAN
- Performed instant troubleshooting in any of the deviations mainly related to power, network and crowd management

Highlight:

- Administered an assessment of count 1800 in single shift, as the second largest count in the central zone

May'12- June'13: SAR Green Energies, Bhopal as Testing Engineer

Role:

- Analysed testing of the circuits for proper range of voltage, current and waveforms at various nodes of the circuit and temperature raise/limitations regulations of Circuits for Solar LED Lights
- Field visits, assessments and site installation.

EDUCATION

- **2018:** Advance Post Graduation Diploma in Renewable Energies (APGDRE) from TERI University, Delhi
- **2011:** B.E. (Electronics & Communication) from Acropolis Institute of Technology and Research, RG TU, Bhopal

IT SKILLS

- Microsoft Office- MS Office, MS Excel (Basics)

TRAINING

- Participated in Vocational Training in BSNL for 4 weeks in 2010 in GSM Technology

PERSONAL DETAILS

Date of Birth: 13th July 1989

Languages Known: English, Hindi

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