



Vikas Verma

Director Business Development

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Profile

Highly accomplished and results-driven Director of Business Development with over 21 years and 7 months of experience in driving revenue growth and expanding market presence. Proven track record of successfully identifying and capitalizing on new business opportunities, forging strategic partnerships, and leading cross-functional teams to achieve organizational objectives. Skilled in developing and executing comprehensive sales strategies, negotiating complex contracts, and cultivating long-term client relationships. Adept at analyzing market trends and competitor activities to inform business decisions and drive competitive advantage. Demonstrated ability to thrive in fast-paced environments and deliver exceptional results.

Employment History

Director, Business Development

SkyPower Global | New Delhi, India

Jul 2015 - Present

- Lead business development for Solar Projects in India
- Handle MW Bids, Pre-Bid Meetings, and tender evaluation
- Technology and vendor selection, project planning, and execution
- Manage project approvals and execution, including billing and payments
- Core group member for new business ventures and strategic tie-ups
- Track market trends and competitor actions for strategic insights
- Collaborate with cross-functional teams to develop and execute marketing and sales strategies
- Lead and manage a team of business development professionals to achieve departmental goals
- Cultivate key client and stakeholder relationships for business growth
- Identify and pursue new opportunities and partnerships to broaden market presence

General Manager (Solar – BD & Projects)

Maheswari Mining & Energy Pvt. Ltd | Gurugram, India

Nov 2013 - Jun 2015

- Manage the entire project lifecycle, from planning to construction and commissioning
- Build and maintain strong relationships with key stakeholders, including customers, suppliers, and industry professionals
- Develop and implement business development strategies to drive growth and increase market share in the solar energy industry
- Power Purchase agreements, project reports, and tender documents

Project Manager (Solar BD & Projects)

Lanco Solar Energy Pvt. Ltd | Gurgaon, India

Jan 2012 - Oct 2013

- Project Management from pre-order to post-order engineering.
- Monitoring project progress, planning, and cost control.
- Business Development, pre-bid meetings, and project execution.
- Technical evaluation, cost analysis, and vendor development

Skills

- Experience in managing and mentoring a team of business development professionals
- Proficient in analyzing financial data and making informed business decisions
- Deep understanding of market trends and competitive landscape
- Expertise in identifying and capitalizing on new market opportunities
- Extensive experience in developing and implementing strategic business plans
- Proven track record of successfully driving business growth and increasing revenue

Education

Executive MBA

IIM Lucknow (Noida Campus) | Noida, India

Indian Institute of Management - Mar 2009

Mechanical Engineering

AEC, Amravati University Maharashtra India | Amravati, India

Amravati University - Dec 2001

Manager (BD & Operations)

Sea Horse Shipping Group Pvt. Ltd | Mumbai, India

Aug 2010 - Dec 2011

- Seeking new Business opportunities with Shipping Companies.
- Operations Management for their Container Depots at Nava Sheva, Navi Mumbai.
- Scheduling and managing timely repairs of Containers as per IICL standards
- Assist in Demand Planning and Forecasting
- Inbound and Outbound Operations.
- Customer Management – Dealing with international customers.
- Vendor Management – Vendor selection, invoice management, ensuring quality delivered.
- Managing a man force of 40 for daily operations

Assistant Manager (Marine Engg Division)

M/s. Larsen & Toubro Limited (HED, Marine Engineering Division) | Mumbai, India

Mar 2009 - Jul 2010

- Lead VR model development and customer presentations with an engineering team
- Develop vendors for major equipment, including evaluating quotes and vendor selection
- Coordination with third-party concept design partners in Russia
- Minimization of the production schedule by implementing PLM technique
- Review of Internal Engineering documents / Drawings for client submission.
- Review & Approval of Production & Layout Drawings
- Valve Selection & Pipe sizing for Main Steam System of Nuclear Plant.
- Customer / Supplier interaction for Engineering related queries

Lieutenant Commander (Deputy Director Naval Design)

6. IHQ, Ministry of Defence, Navy, New Delhi | New Delhi, India

Jan 2005 - Jan 2009

- Project Management and construction of specialized steam propulsion power plant and its auxiliary machinery, systems and controls.
- Prepared Plant Concept design, equipment layout plan, and system principle schematics, detailed system engineering and conducted reliability analysis.
- Exhaustive experience in usage of design tools such as Pipe Stress Analysis software CAEPIPE, 3D Modeling software package such as CATIA and PDMS.
- Undertook system design calculations such as stress analysis of piping using CAEPIPE to finalize location of pipe supports and to ensure equipment nozzle loads, due to piping loads, are within limits.
- Analyzed Plant Layouts from installation, operation and Maintainability viewpoint using CATIA and PDMS type 3D Modeling packages.
- Prepared operating documents/ Manuals that are to be used by plant and System operators and ‘Test and Trials’ documents to be used during commissioning of the ship

Lieutenant (Engineering Officer on Naval Ships)

Indian Naval Ships | Mumbai, India

Jan 2002 - Dec 2004

- Provided technical leadership in the field of operation & maintenance of Steam generation and propulsion power plant of IN Ships.
- Led a team of 100 technical staff who were responsible for continuous operation of the propulsion power plant and handling technical and HRD issues.
- Identified problem areas in plant for preventive maintenance.
- Managed inventory to ensure materials and spare parts availability for plant operations and modifications, achieving significant cost and workload reductions.

• Resilient and dedicated professional with a decade of Techno-commercial experience and having a background of a visionary Indian Navy military veteran

Proven track record in Business Development, Project Planning and Management, Contract negotiation, Vendor development, Team Building, and setting up Green Fields, with experience in establishing over 500 MW Solar Grid-Connected MW projects