

CURRICULUM VITAE

PERSONAL DATA:

Name : Chitbabu. S Age : 51 YEARS

Qualification : B Tech, MBA, Chartered Engineer

EXPERIENCE : 28+ YEARS

8A-15,3rd Floor, DABC Mithilam

ADDRESS Sriram Nagar Main Road

Nolambur, Chennai-600095

CONTACT NO. : +91 98844 04181/

+91 8939904181

E-mail chitbabus@gmail.com

schitbabu@gmail.com

LANGUAGES : English, Hindi, Tamil, Malayalam, Telugu

MERIT : X th with distinction & Merit.

Completed B. Tech with Honours.

REFERENCES Mr.V.K.Krishnan.

Ex Director Leitwind Shriram

3/29, Balu Nagar, Mogappair East.

Chennai -600037, Mobile-99625 51947

Mr. Jami Hossain

M.D

Tawanai Energy Tech Pvt Ltd

New Delhi

Mobile- 97173 96375

EXPERIENCE DETAILS

| SI | | | | | | |
|----|--------|-------|-----------------|-------------|----------------|--|
| No | Period | Years | Employer | Designation | Responsibility | |

| 1 | | | | | Functional Head-Business Development, |
|---|----------------|--------|------------------------|------------|--|
| | | | | | Contract Management, Team |
| | | | | | Recruitment, Development & |
| | | | | | Management, Strategy formulation, |
| | | | | | Project management, Budget and target |
| | | | | | allocation, Customer Relation |
| | | | Suzion Global | Business | Management, OMS BD, Value added |
| | Sept | Contin | Services | Developme | Products, Multi Make OM Services. MIS |
| 1 | 2020 | uing | Limited | nt Head | and documentation. |
| | | | | | Services for Project development, |
| | | | | | Management, Logistics, Liaisoning, |
| | | | | | Contract management, Repowering, |
| | | | | | Auditing, Operation & Maintenance, Asset Optimization, Man power |
| | | | Tawanai | | requirements, etc in the Wind and Solar |
| | April | 1 Yr 4 | Energy Tech | Vice | Sector. Full EPC scope of Hybrid |
| 2 | 2019 | months | Pvt Ltd | President | systems as a startup |
| | | | | | Project Management and Business |
| | August | | | | management of Logistics in the wind |
| | 2018 to | | Frontline | | and Solar Sector for the country. |
| | March | 8 | Containers | Vice | Contract management, Man power |
| 3 | 2019 | months | Pvt Ltd | President | management etc. |
| | | | | | Business Development, Project |
| | Oct 2015 | | Inox Wind | | Management, Contract finalization/management for sales and O |
| | to | 2 yrs | Limited, Delhi, | | & M, Project development/compliance, |
| | August | 10 | Chennai & | General | Strategic planning, Marketing, |
| 4 | 2018 | months | Ahmadabad | Manager | Liaisoning |
| | | | | | Domestic & International |
| | | | | | Marketing/Exports, Govt Liaisoning, |
| | | | Leitwind | | Contract finalization /management. |
| | Dec 2008 | | Shriram | | Operation & Maintenance, Project |
| _ | to Oct | _ | Manufacturing | General | Monitoring, Business Development, |
| 5 | 2015 | 7 | Ltd-,Chennai Suzlon | Manager | logistics. |
| | Feb 2007 | | Energy Ltd, | | |
| | to Nov | | Kerala, | | Marketing, Project |
| 6 | 2008 | 2 | Tamil Nadu | Sr Manager | development/Monitoring,Govt Liaisoning |
| | Oct 2006 | | | | <u> </u> |
| | to Jan | | | | |
| | 2007 & | | | | |
| | May | | FAG Bearings | | |
| | 1998 to | | India LTD | A = = (| Sales -Domestic & Imported Bearings, |
| _ | July | 2.5 | -Coimbatore, | Asst | Exports, customer |
| 7 | 2004 | 6.5 | Hyderabad | Manager | management/Retention |
| | Aug 2004 to | | Saud Bahwan- | | |
| | Sept | | Dynatrade- | Asst | Export Sales- Bearings and other Auto |
| 8 | 2006 | 2 | Sharjah | Manager | parts |
| | March | | • | J | |
| | 1994 to | | Gulf Oil India | | |
| | May | | Itd Kerala, | Marketing | |
| 9 | 1998 | 4 | Tamil Nadu | Office | Marketing, Inventory Depot Management |

| | Oct 1992 | | ISA | | |
|----|----------|-----|------------|----------|---------------------------------------|
| | to March | | Engineers- | | |
| 10 | 1994 | 1.5 | Tamil Nadu | Engineer | Sales & Marketing of Blowers, burners |

EDUCATION

| Course/Exam | University/Board | Year of Exam | Grade % |
|--------------------|---------------------------|--------------|-----------------|
| Chartered Engineer | IEI Kolkata | 2006 | Α |
| MBA-Marketing | IGNOU | 2003 | 67 |
| B Tech- Mechanical | Calicut University | 1991 | 75.35(Honours) |
| Pre-Degree | Calicut University | 1986 | 75 |
| SSLC | Kerala Edu Board | 1984 | 81(Honours) |

Course on Solar Energy systems, materials and installations. Hands on experience on materials, practical applications and projects.

OVERSEAS ASSIGNMENTS

- 1. Worked for more than 2 years for Saud Bahwan Group at Sharjah in Export division.
- 2. Worked in Sri Lanka & Maldives for Commercial Business discussions, Contract finalization & Project completion in Leitwind Shriram.
- 3. Visited all North European Countries for Business meetings and also for Training in Germany for FAG.

PROFESSIONAL PROFILE:

- Result oriented with over 25 years of significant & progressive experience in Business Development, Project Management, Bid submission, Contracting, Commercial discussions & negotiations, Price realization EPC Project Development & co-ordination, Operation & Maintenance, Strategic planning, Marketing, logistics & Customer relations in wind and solar projects. MIS and Documentation. Experience in turnkey wind projects.
- Focused & diligent, adept at working with different products, as well as contributing to the corporate goals.
- Execution of plans with focus on optimum utilization of resources and proficient in understanding the variation in contracts and taking effective measures to enhance efficiency, profitability and productivity.
- Well understanding of the interpersonal skills and utilize the same for proactive performance and progressive improvement.
- Holding a success graph in Managing, analyzing, planning and execution of activities within time to secure the planned profitability.
- Effective communications skills with excellent relationship management. Strong problem solving ability and flexible approach.

- Proactive, organized, outgoing personality with excellent communication skills.
- Brief experience in Recruitment, Talent Development.

CORE COMPETENCIES

Business Development – Contract Management-Project Management–Commercial negotiations-Project Development - Support in Project Execution -Customer Relations - Monitoring Infra and project development–Govt Liaisoning- Adaptable to the situations- Motivating and Leading Teams – Ultimate aim towards completion of specific tasks at optimum levels within in the time frame..

FUNCTIONAL JOB RESPONSIBILITIES IN WIND & SOLAR SECTOR

- Responsible for End to End completion of 200 MW in Gujarat/TN for PSU's(GMDC,GIPCL,GACL,KPT) and also with some of the leading IPP's like Adani, Torrent, OGPL, Leap Green, TVH etc,
- Potential site analysis for 200 MW in TN and 300 MW In Gujarat.
- Responsible for Monitoring and building up Sales Growth by volume as well as Revenue for entire country. To advice and support the management for growth and profits with strategic commercial decisions. Contracting and contract management, Operation & Maintenance, Asset Optimization
- Turnkey project handling for some niche projects right from proposal of sites initially based on subjective data assessment and till commissioning which includes profitability also.
- Major activity to accumulate suitable project area for Business support with all permissions for land, Evacuation, RoW leading to PPA. Handling of project co-ordination of business worth more than 900 crores. Interaction with all Govt agencies leading to completion of projects.
- Responsible for marketing & business development for the entire country and also logistics for exports to Niche markets in Europe and other Asian countries.
- To advice and support the management for growth and profits with strategic decisions. Lead role in planning, budgeting and successful implementation in line with the industry standards and also with specific requirements if any for the customers.
- Responsible for generating information about the business & strategies of major competitors. Team management and motivation. Responsible for proper documentation
- Facilitate and co-ordinate multilevel management communication between the organization & assigned project accounts.
- Preparing and understand the new policies issued by state or central authorities. Liaison with all Govt authorities like Discoms, regulatory etc till the commissioning certificate is issued.
- Man Management and effective utilization of resources for timely completion of activities. Responsible for Market Research, Prospecting, Generating new

- sales, forecasting, contract management, risk assessment and formulate pricing strategy based on Market demands.
- Responsible for all PSU/ Private Tender submission competitively with proper documents so that it can be converted to orders. Submission of different types of business proposals to IPP's, finalizing techno commercial contracts through negotiations. To finalize the Operation & Maintenance contracts before expiry of free O & M. To achieve the KRA's of the department and people reporting down the line. Responsible for Large Retail orders for south. Successfully negotiated for more than 600 MW order (3600 cr of order value) all put toghether.
- key accounts management for projects and O & M. To obtain orders and establishes new accounts or group business, while maintaining existing potential clients. Repeat orders follow up through better service by coordinated efforts with Operation & maintenance team
- Building & maintaining healthy business relations with major clients, ensuring customer satisfaction by achieving delivery and service quality norms.
 Responsible for coordination with customers for all activities upto project execution, commissioning & O & M agreements
- Facilitate and co-ordinate multilevel management communication between the organization & assigned customer accounts. To understand the new policies issued by state or central authorities.
- Analyzing latest marketing trends and tracking competitors activities and providing valuable inputs for fine tuning sales, marketing strategies & identify new opportunities including strategic advices to the management based on trend.

FUNCTIONAL RESPONSIBILY- BEARINGS AND LUBRICANTS SECTOR

- To handle export sales of 3.2 Millions US dollars over defined area / territory with a sales growth of 25 percent.
- To achieve the target with maximum utilization of the product group i.e. (Koyo, NSK, NTN, FAG etc) with 2 officers supporting the functions.
- To analyze the market requirement separately for each country like India, Sri Lanka & Singapore. Yearly planning to be made, customer wise, brand wise, item wise requirement with proper analysis for sales as well as purchase.
- To handle a business with supporting staff spread over states on a wide Customer Network, such as Oem's & Industrial distributors both for Indigenous and Imported bearings.
- Finalization of KRA's. To analyze the Customers (OEM & Trade) item wise requirement for a year for both the divisions and to give a proper feedback to the planning department.
- To support for the preparation of cost effective and commercially viable business proposals. To plan the volumes distributor wise, dealer wise and effective distributor and dealer management.
- Effective Customer & Dealer management to achieve the target.
- To Co-ordinate with H.O. & customer to maintain delivery schedule as per the customer requirement both from India & Germany.

- To solve Technical problems for the customers by giving them proper inputs regarding appropriate size/combination according to their technical requirements.
- New customer/Dealer generations by offering them commercial & technical advantages and utilize their strengths to improve business both in quantum & through value addition.
- Appointment of new dealers by scrutinizing the financial capability of the person/establishment. After sales function was also involved.
- Actively participated for preparation of offers for different types of tenders for Railways, Steel Rolling mills, cement plants etc. Marketing of all the products like burners, blowers, dust collectors, furnaces, heating & pumping units
- To enhance brand image and analyze & advice H.O about the market potential, company wise share and competitor's information.
- To adhere to the company policies regarding Sales, all after sales activities. Effective utilization of expenses.
- Major customers were Shanthi Gears, LMW, ELGI Compressors, TEXMO pumps, CRI pumps etc.
- To analyze the Customers (OEM & Trade) item wise requirement for a year for both the divisions and to give a proper feedback to the planning department.
- Effective Customer & Dealer management to achieve the target.
- To adhere to the company policies & to utilize the expenses effectively according to the company requirements.