

# CHIRAG PARMAR

A multi-faceted professional accustomed with proven skills; targeting challenging opportunities in **B2G / B2B Sales and Key Account Management** with an organization of high repute.

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## Profile Summary

- A performance driven professional offering a career of **nearly 6+ years** that reflects **rich experience** in tapping **new markets** & coordinating with teams to penetrate the segments to **expand business & generate revenue**.
- Experience in achieving **business growth** by identifying **new opportunities** and maximizing **competitive strength** for long-term success; expanded **B2G & B2B business (IT + RENEWABLE ENERGY SECTOR)** & consistently **improved profitability of the company**
- **Multi-faceted professional** with skills in coordinating with management to develop **business plans, sales strategies, onboarding / developing vendors/ stakeholders and exceeding inventory** throughout the market in order to achieve substantial growth in the business
- Proven capabilities in developing strong **business relationships** with **customers / vendors**; experience in managing **large accounts** as well as finding and converting prospects to customers
- **A keen planner and implementer** with skills in ensuring achievement of **business development targets**, addition of **key accounts to the portfolio** and **new account acquisition** on a national scale; currently heading the **team of 3 people**.
- Impressive success in **communicating & closing deals with clients (B2B + B2G)** with proven excellence in providing **solution-based approach**, focused on resolving their needs, thereby creating a **win-win situation for long-term client retention**
- Expertise in developing relationships with **key decision-makers** in large corporate and **enterprises for business development**, for suggesting most viable services & cultivating healthy relations with them for repeat business

## Key Impact Areas

- B2B + B2G Sales
- Business Development & Growth
- Strategic Alliances & Partnership
- Govt. Bidding & Proposal Writing
- Client Relationship Management
- Sales Operations
- Brand Building
- Market Research & Trends Analysis
- Cross-Functional Coordination
- Vendor Management

## Education

2014: B.E. from M S University, Vadodara

## Organizational Experience

January 2021 to Present | Amnex Infotechnologies Pvt Ltd. as Sr. Consultant Sales / Bid Environment: Agile Methodology, Salesforce, MS Excel, MS Office, MS Power Point

### Key Result Areas: (IT + IoT based Smart city Solution)

- Expanding business sales & consistently improving profitability of the company along with identification and development of new Govt. business for long-term revenue growth
- Identifying govt. opportunities, coordination with various internal departments and internal authorities for proposal / solution documents preparation
- Executing plans to reach out unexplored market segments & Govt. + Corporate opportunities using market segmentation & penetration strategies for IoT/ AI Smartcity business Solution expansion.
- Developing and formulating Bid proposal, understanding of Technical & Functional for solution document.
- Excellent skills in drafting Business documents, proposal writing, contract drafting, and contract management.

- Conducting market research and competitor analysis to keep track of market potentiality – IoT/AI Smartcity Business
- Managing wide variety of activities such as:
  - Interaction with various OEMs as per RFP requirement, understanding of BOQ components, Cost Analysis, participating in market review meetings, keeping track of expiring contracts and scrutinizing the reports on weekly-basis
  - Govt. liaisoning, official documentation, Interaction with authority for maintaining relationship etc...
- Collaborating with cross-functional teams; enhancing the business by collaborating with Category, Branding and Senior Management Team
- Maintaining key accounts of the B2G market; documenting and maintaining reports on the individual accounts and market progress towards the annual targets
- Delivering contract documents, contract management, contract compliance and taking advantage of advertising opportunities for enhancing the net revenue
- Showcasing capabilities in enhancing the contract renewal process for major accounts.

#### **May 2018 to December 2020 | Lume Solar Energy Pvt Ltd as Sr. Sales Engineer**

##### **Key Result Areas: (Energy Sector)**

- Expanding business sales & consistently improving profitability of the company along with identification and development of new Govt. business for long-term revenue growth
- Rooftop, ground-mounted project Sales, cold calling, lead generation via email, meeting with C-Level Officers of the industrial client
- Govt. Solar project sales Via Tender & EOI/Empanelment/ vendor registration.
- Solar Rooftop Project Sales to Corporate and industrial customers,
- Preparation of Techno- commercial proposal, finalization of BOM, preparation of ROI calculation, and Deal Closure.
- Project Sales - Rooftop, and ground-mounted Power, understanding of Capex Model & RESCO Model.
- To find out the RFP, RFQ, and RFI of renewable energy projects includes Solar Rooftop, Solar Ground mounted, and Solar Project consulting work.
- Policy advocacy at Govt, SNAs, for new project Proposal Preparation,
- Govt. Project Execution monitoring, vendor Followup, vendor management, contract documents, Contract management, contract compliance, etc...

#### **October 2017 to May 2018 | Lubi Electronics as Sales Executive (B2G)**

##### **Key Result Areas: (Energy Sector)**

- Handle Sales of Solar water pump via Govt. Tender Bidding, Generation of Business Lead, calling, Emailing and Meeting with prospects to convert the leads.
- PGVCL Solar water Pump Execution, coordination with govt. official, prepare documents for records, responsible for joint inspection with govt. official and Payment follow-up.
- Responsible for Sales of Solar water pumps and LUBI Make Solar Modules via Dealer / Distributor network / Direct Sales.
- Cold calling, meeting with solar EPC Companies, preparing quotations for Solar PV Modules, Followup with a client, price negotiation, and deal closing.
- Government Liaisoning, official Documentation, Commercial Aspect, Bill Clearance, etc...
- Govt. Project Execution monitoring, vendor Followup, vendor management, contracting documents, etc...
- Vendor payment follow-up, vendor document validation, coordination with govt. authority.

#### **April 2016 to September 2017 | e-Procurement Technologies Pvt Ltd as Sales/ Tender Executive**

##### **Key Result Areas: (IT Sector + B2G Client)**

- To Read and prepare tender documents, Annexure, and technical documents for National and international tender.
- Understanding customer requirements in comparison with our system functionality i.e. Bidder profile creation, real-time techno commercial documents upload, encryption facility, real-time reverse / forward auction facilities.
- Responsible for ensuring tenders are submitted consistently ahead of the deadlines set by the tendering authority.

- vendor development, Government Liaisoning, official Documentation, Commercial Aspect, Bill Clearance, etc...
- Understanding of Government Procurement Policy, Real-time bidding, Expertise in compliance against Public Procurement Laws.
- Costing & Estimation, Price bidding, Pre & Post tender activities, Daily and periodical reporting to the management about the day-to-day business activities.
- Handled international World Bank-funded project.

## August 2015 to March 2016 | Gururaj Engineers as Sales Engineer

### Key Result Areas:

- Search for online tenders at registered e-tender portals and tender sites of other government and public sector undertakings for suitable tenders related to industrial automation requirements and products (PLC, SCADA, DCS, based automation turnkey projects).
- Generation of sales inquiry, Searching out railway tender, portal setup, technical understanding of DC Battery charger.
- To Read and prepare tender documents, Annexure, and technical documents for National and international tender.
- Responsible for ensuring tenders are submitted consistently ahead of the deadlines set by the tendering authority, vendor development, Government Liaisoning, official Documentation, Commercial Aspect, Bill Clearance, etc...
- Market Research for expansion of our business in African countries, Daily and periodical reporting to the management about the day-to-day business activities

## IT Skills + Certifications

- CCC, MS Office (Word, Excel, PowerPoint)
- Certified ELECTRICAL SUPERVISOR (Gujarat state govt.)
- Certified by Udemy Online Portal for Management- Leadership, Negotiating, Assertiveness, Sales.
- Certified by LinkedIn Learning for familiarity in financial forecasting with Bigdata
- Certified by LinkedIn Learning for Strategic planning foundation
- Certified by LinkedIn Learning for Business Analytics foundations i.e. Predictive, Prescriptive and Experimental Analytics
- Certified by LinkedIn Learning for understanding emotional intelligence, The Key Determiner of Success
- Certified by LinkedIn Learning for Microsoft Power BI training

## Personal Details

**Date of Birth:** 11<sup>th</sup> November, 1992  
**Languages Known:** English, Hindi, Gujarati  
**Current Address:** Ahmedabad, Gujarat