



Rajesh Kumar

Business Development | Contract Management

Scaling new heights of success with hard work & dedication and leaving a mark of excellence on each step; targeting mid-level assignments in Business Development and Contract Management with an organization of repute

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Core Competencies



Business Development
Contract Management
Sales & Marketing
E-Tendering/Bidding/Proposals
Business Communication
Negotiation
Key Account Management
Corporate Affairs
Client Servicing/Customer Relations
Revenue Generation
Govt Policy Analysis & Proposals

Soft Skills

Communicator	<div></div>
Collaborator	<div></div>
Intuitive	<div></div>
Innovator	<div></div>
Motivator	<div></div>
Analytical	<div></div>

Career Timeline



Executive Profile

- ❖ **MBA (Marketing & HRM)** with **over 13 years of experience** with key focus on top line & bottom line profitability by ensuring optimal utilization of resources, new market development, business transformation, product management, customer retention & global alliances.
- ❖ Domain expertise in managing functions encompassing **Contract Management, Business Communications with customers and vendors, Commercial Settlements, Performance Analysis, Price Negotiation & Relationship Management, Insurance Claim Management.**
- ❖ **Maximized Sales opportunities**, proactively created new opportunities and **achieved sales targets**; developed & managed relationships with industry partners and worked with them on business growth opportunities beneficial to all parties.
- ❖ Effective communicator with excellent relationship management & negotiation skills; possess a flexible & result-oriented attitude.
- ❖ Resourceful in **managing day-to-day relationship with vendors & customers** from placement of order till delivery of shipment, rate negotiations to ensure achievement of services and quality norms for smooth flow of operations & supply of required items.
- ❖ Proficiency in **devising strategies for smooth operations** of business processes, defining continuous improvement processes, developing employees' strengths, and building strong teams, structures & processes.
- ❖ Arranged & participated in **Renewable Energy Conferences** in various locations across India beginning from 2012 till date.

Organizational Experience

Since May' 2019 with Sterling and Wilson Solar Limited, New Delhi as Manager – Business Development

Key Result Areas

- ❖ To identify and act on new customers/ Key accounts/networks.
- ❖ To identify new areas of business and generate leads & act from offer submission to negotiation in co-ordination with various departments like design, project execution, service, vendors etc.
- ❖ To plan, monitor and control sales to achieve business objectives.
- ❖ To capture competitive intelligence to understand Service Industry trends and to tap new business opportunities and to coordinate and ensure effective after sales service to customers.
- ❖ Identification of Customer/Consortium and other third-party obligations and development and implementation of the Contract Commercial Plan, including Claim Strategy.
- ❖ Oversee major functions of Contract Management, including evaluation, negotiation and execution of contracts and subcontracts in liaison with Central Procurement, Contracts and Legal Teams.
- ❖ Preservation of company's rights and entitlements as provided in the Contracts. Ensure proper notices are served in line with contract requirements. Management of claims to/from customers and consortium partners, subcontractors, vendors. Support the management of claims to/from Contractors and Suppliers as required.
- ❖ Monitoring transaction compliance (milestones, deliverables, invoicing, etc.). Handle on-going issues and change management, monitor contract close-outs, extensions and/or renewals.
- ❖ Providing Contract Management support as required in the event of a (potential) dispute.
- ❖ Drafting Proposals, Letters, transmittals, recording reference number to correspondence according to the company technical document identification standard.

From Feb'12 to Oct' 2018 with Inox Wind Limited, Delhi & NCR as Manager –Business Development

Key Result Areas

- ❖ Recognizing & examining prospective investors/ customers (IPP & Retail) basis the overall capabilities.
- ❖ Worked as:
 - Key stakeholder in Sales Planning & closure, Contract Execution & Management and Revenue Generation.
 - Consultant to all the respective clients to ensure healthy client relationship.
- ❖ Conducting competitor analysis & re-identifying products in terms of overall offerings & competitive edge.
- ❖ Partaking in Government Tenders to attend Pre-Bid Meeting, Bidding and managing Tenders of SECI & other PSUs (NHPC, IOCL OIL, GACL, C-WET, NTPC).
- ❖ Generating Cash Flow Statements and leading functions of planning, order forecasting & end-to-end project management.
- ❖ Engaged in sales coordination & developing SOPs in collaboration with Marketing & Sales team.
- ❖ Updating concerned team members & customers along with acting as one point of contact on Government & Regulatory Affairs.
- ❖ Submitting comments with counter proposals on Draft Policies/Tariff Order of various Indian States (Rajasthan, MP, Gujarat, Karnataka & AP, Telangana & Kerala) and attending stakeholders' meeting with the office of various Nodal Agencies & Regulatory Bodies as and when convened.
- ❖ Submitting our comments with counter proposals on various Draft Policies/schemes issued by MNRE and attending meetings along with other stakeholders from time to time.
- ❖ **Liaison** with SECI for LOA, PPA Execution, Power Evacuation Approval & Financial Closure.
- ❖ **Liaison** with States TRANSCOM for Power Evacuation Approval under SECI projects.
- ❖ **Liaison** with IREDA for the IPP project registration under GBI Scheme.

Notable Accomplishment at INOX:

- ❖ Steered efforts in **achieving the sales target of 40 MW** in FY' 2012-13 & **exceeded by 62% of 104 MW** in FY' 2013-14, **12% of 118 MW** in FY 2014-15, **21% of 150 MW** in FY' 2015-16 and **134 MW** in FY' 2016-17
- ❖ Led the total direct business **worth approx. INR 2300 Crores** by contributing towards the growth of the company in span of about 7 years.
- ❖ Track record of **negotiating 4 repeat orders (82 MW)** from Bhilwara Group within a span of 3 years, **5 repeat orders (212 MW)** from CESC Limited (Kolkata based RP - Sanjeev Goenka Group) in a span of 5 years and **1 repeat order (4 MW)** from Interocean Shipping Corporation.

- ❖ Merit of **earning UI of about INR 7 Crores** in 2012-13 for completing **Power Trading of 50 MW Project** in Gujarat & **12 MW Project** in Rajasthan.
- ❖ **Augmented sales productivity** for previous years from **FY 2012-13 (40 MW)** to **FY 2017-18 (546 MW)**.

Mar'08–Feb'12 with Enercon (India) Limited, Jaipur as Asst. Manager – Customer Support & Liaison

Key Result Areas

- ❖ **Liaison with Government Authorities:**
 - Project Registration under the State Policy with the office of RRECL
 - Following RRVVNL for Power Evacuation Approval
 - Getting PPAs executed while following various DISCOMs and customers
 - Following other respective Authorities for seeking SLSC & SLEC, Interconnection, CEIG approvals
 - Following Revenue Department for fast movement of Land files
 - Liaison with IREDA for the registration of IPP projects under GBI and CDM Schemes
 - Submitting our comments on various Draft Policies of the State issued by RRECL & RERC and attending stakeholders' meetings from time to time.
- ❖ Cross-functional coordination among internal departments and acting as Key Account Manager.
- ❖ Actively engaged in Land Acquisition activities and executing Lease and Sublease Agreements.
- ❖ Attending meetings and conferences on behalf of the Company.
- ❖ Post commissioning activities such as submission of generation bills, payment collection from DISCOMs etc.
- ❖ Payment realization from customers under O&M Contracts.

Notable Accomplishment at ENERCON:

- ❖ Conspicuously **managed 252 customers** & simultaneously **ensured dispensation of excellent customer service** in Rajasthan; **acknowledged for the same**.
- ❖ Rendered assistance to **customers for registration** under **CDM & GBI Schemes**.
- ❖ Executed **Power Purchase Agreements (PPAs)** with various DISCOMs and **Land Lease & Sub-lease Agreements**.

Previous Work Experiences

Jan'07–Mar'08 with Essar Steel Limited, Uttarakhand as Executive – Business Development

Notable Accomplishment at ESSAR:

- ❖ Formulated **Techno-commercial Proposals** for OEMs & Hydro Power Projects.
- ❖ Administered entire gamut of the **Retail Outlet Operations** entailing Materials Loading/ Unloading, Stock Maintenance, Order Booking in JDA (Retail Online Software), Invoicing to Customers, payment collection & so on.
- ❖ **Bagged sales order of about:**
 - **45,000 MT** from different OEMs & Government Trader
 - **10,000 MT** from NHPC in Feb'07 & repeat order of 15,000 MT in Jan'08 while participating in Tender.

Apr'06 – Jan'07 with Projects Today, Delhi & NCR as Executive – Business Development

Academic Details

- ❖ **MBA (Marketing & HRM)** from Mahatma Gandhi Kashi Vidyapith University, Varanasi in 2004
- ❖ **B.Com.** from Purvanchal University, Jaunpur in 1999

Personal Details

Languages Known: English & Hindi
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