



Rajaneesh Kumar Singh Janwar

Contact: +91 9730 527 998 / 9960 984 366

Email: rajaneesh1983@gmail.com / janwar_singh@yahoo.co.in

Looking for a National / International assignments in domain of SALES & MARKETING / BUSINESS DEVELOPMENT

PROFILE

- Competent & diligent professional offering nearly **10 years** of well-honed experience, with the excellent understanding of business dynamics and updated market knowledge. Currently spearheading with **Sonali Energiees** as **V.P – International Business Development & Sales, Surat, (Gujrat)**.
- Visionary leadership in assessing client needs, and strategically positioning programs aligned with customer and market needs/ projections.
- Strong team leader builder and facilitator, fostering an atmosphere that motivates highly talented professionals to balance high-level skills with maximum productivity.
- Solutions oriented approach with excellent relationship skills, successfully and consistently delivering the responsibilities of Revenue Generation, Profitability, Market Share and Customer Satisfaction.
- Resourceful and competent to create win-win relationship with Corporate Clients and Channel partners through excellent coordination / negotiation skills for repeat / referral business.

Core Competencies

*Sales & Business Development ▯ Corporate Sales ▯ Planning & Buying ▯ Channel development
▯ Vendor Management ▯ Operations Management ▯ Market Penetration ▯ Tender Participation ▯
RFP Preparation ▯ Marketing ▯ Branding ▯ Negotiation*

Area Of Expertise

| Tender & Bids | Planning & Execution | Professional Skills |
|--|---|---|
| <ul style="list-style-type: none">• Tender tracking & Securing the same• Government & private tenders• Project management• Business networking/ relationships | <ul style="list-style-type: none">• Planning/strategizing for maximum revenue• Managing operations• Develop procedure, service standards• Eye for loopholes & plugging | <ul style="list-style-type: none">• Strong research & analysis skills• Proposal writing & documentation• Team/people management |

PROFESSIONAL EXPERIENCE

Sonali Energiees Pvt Ltd . Sonali Solar is an ISO 9001:2008, ISO 14001:2004 and ISO 18001 certified company have set up state-of-the-art clean & dust free PV module manufacturing facility which can accommodate 100 MW PV module line and presently installed capacity of 50MW per annum in India and 25MW in New Jersey, USA. Sonali Solar is a global company having corporate HQ at New Jersey Sonali Solar is also one of the leading OEM PV Module Manufacturer for many Tier-1 and Tier-2 Indian, African, European and US brands delivering world class quality at very competitive price. Sonali Solar also awarded as one of the Best 100 SME companies of India for Quality and fastest growth. Our workforces of 200 professionals are working 24/7 persistently to deliver highest quality PV Modules within a stipulated time frame.

Period: – Since Jan 15 to till present

Role: V.P International Business Development and Sales

Responsible for Entire Solar Business - Pan India & International Markets

- ✓ For Roof Top - KW Segments - Commercial , Industrial , Institutional Govt – SECI Roof Top Business, Solar Module Business , Solar Pumps , EPC Business.
- ✓ Developing periodic business plans & strategies, in coordination with plans of organization and planning individual assignments to achieve the preset goals within quality & cost parameters
- ✓ Spearheading turnaround initiatives and guiding the activities including employees, maintenance, sales, and profit / loss controls
- ✓ Effectuating long term business directions of the region to ensure maximum profitability in line with organisational objectives; exploring business potential & clientele to secure profitable business volumes
- ✓ Engaging business analysis sessions for understanding processes and mapping them to required business standards
- ✓ Analysing& identifying market and industry trends; incorporating their learnings in articulating service offerings for existing and future business lines
- ✓ Devising & effectuating go-to-market strategy and introducing products to win mutually beneficial deal; pioneering business development to enhance revenues by identifying market opportunities
- ✓ Building the distribution network with financially strong & reliable channel partners, resulting in deeper market penetration; assisting dealer's network to meet their business needs
- ✓ Executing plans to reach out unexplored market segments & customer groups for business expansion; supervising the study & generation of enquiries and preparation & submission of proposals as per terms & conditions
- ✓ Streamlining efforts for attaining short and long term goals of the company by preparing marketing & branding collaterals
- ✓ Formulating short term strategic plans to enhance operations, profitability & revenue targets
- ✓ Identifying areas of concern and taking corrective and preventing actions and suggesting viable solutions; analysing functions including identification of key trends and challenges in the industry

- ✓ Evaluating and executing contracting works and coordinating among consultants, contractors and clients
- ✓ Preparing the tender specifications & finalisation of requirements; liaising with consultants on determining technical and contractual matters

Key project handled and accomplished

- ✓ Megawatt Module Sales & IPP Business - > 320 Cr
- ✓ Developed International Presence in Dubai - UAE , African, Asian & Australian Markets
- ✓ Developed Big Customer Portfolios for O.E.M and end users .> 1000
- ✓ Involved in Project Acquisitions from SECI ,State Bidding, International bidding.
- ✓ EPC Executed consortium - > 350 MW.
- ✓ Responsible for P& L of the Company , and doubling the Present Turn Over and acquiring Sizable Market Share for the Brand in EPC Business , MW Module Sales and Developing International Markets.> 35% achievement

Sai Prasad Energy Pvt Ltd (JV of Cleanfield corporation Canada)– is the part of Sai Prasad group of companies which are diversified into Foods, Media, Construction & Infrastructure, and Energy. Sai Prasad Energy is having latest technology driven in vertical axis wind mills & having collaboration with Cleanfield Energy, Canada which includes solar panels, LED Street Lights, Garden Lights, Solar Pumps.

Period- Since August 2011 to December 2014

Role: Head – Sales & Marketing

- ✓ Identifies necessary resources to pursue bids; establish required infrastructures, teams, processes and plans; and manage capture and proposal execution.
- ✓ Demonstrates an understanding and utilization of competitor and Market Segment analysis; remains highly informed on industry developments/conditions including cross organizational capabilities and the competitive landscape.
- ✓ Develops and executes negotiation strategies and positions based on integration of opportunities with goals, objectives and operations and the assessment of associated risks.
- ✓ Identify, cultivate, pursue, negotiate and close new opportunities within a given account portfolio
- ✓ Properly qualify accounts to maximize an efficient sales cycle
- ✓ Develop win plans and strategies for key opportunities
- ✓ Achievement of Business Plan of the Sector/ Territory(Asian Market)
- ✓ Customer Acquisition and Repeat orders to maintain > 40 %
- ✓ Maintain Competition so as to achieve market share of > 50%
- ✓ Creation and Management of Database
- ✓ Maintain Order Conversions
- ✓ Maintain Price Realisation for the company
- ✓ Achieve Revenue Recognition of the Business Plan

- ✓ Supporting Team in Order Formalities
- ✓ Monitor Project implementation in Coordination with Projects Team
- ✓ Government tendering, e-tendering for electrical projects ,lumaniries project (MES,RAILWAY,PWD,CPWD,TELECOM,CORPORATION)
- ✓ Preparing estimation, bid price & related documents.
- ✓ Develop & maintain strong ties with key officials in various department.
- ✓ Liaison with clients (Builders, Architects, industries) for business opportunities & reports of RMC.
- ✓ Liaison with Govt. officials for Govt. RFQ &tenders
- ✓ Conduct technical and financial study of new tender .

Key Projects Handled & Accomplishments:

- ✓ **3.5mw solar installation (2012-13)**
- ✓ **25kw (WTG) off grid**
- ✓ **10 Mw(WTG) on grid**
- ✓ **50kw (WTG) off (2013-14)**
- ✓ **3Mw (WTG) on grid (Italy)**

Achievements:

Developed and successfully implemented a tender committee for quotating,monitoring & controlling of Tenders spread across 700 customers pan India with complete guidelines,standard,policies,authority definitions,etc.

Altem Power Limited, Pune(JV turbo wind Belgium) - is known name in the Indian Power Engineering sector with interests in Renewable Energy, Luminaries , LED Fixture,s Power Distribution ,Transformers(all type),Cable, Wire, LT, HT PANNEL & Management Equipment. Company has entered into collaboration with a major European company for manufacturing of Wind Turbine Generators up to 300kW.

Period- From 1st June, 2009 to 30th July, 2011

Role: Manager-Sales & Marketing

- ✓ Coordination, market/strategic planning, business development and techno commercial sales support to secure the growth.
- ✓ Managing the profit centre.
- ✓ Array designing ,system designing ,load calculation ,system customization.
- ✓ Meeting with Builders, Architects ,industries
- ✓ Develop and maintain relationships with appropriate key target client executives to identify needs, educate, and influence solution strategy
- ✓ Identify and generate pipeline of prospective clients and channel partners while analyzing their media requirements for their outdoor campaign. And work as a complete media consultant to the client, preparing customized media plans ranging from Outdoor, Print, Radio & BTL activities to the clients and thereby service them.
- ✓ Converting Prospective clients and channel partners to Potential buyers and target achievement.
- ✓ Ensure timely collections without any out standings from the clients and channel partners.

- ✓ Ensure timely service, coordinating with the operations team closely for smooth execution of the campaign.
- ✓ Generate & oversee the MPS reports, Day Plan reports, Daily Sales Record reports, Weekly collection reports, Client's database for budgetary & strategic review to management
- ✓ Identification and development of strategic advertisement space for Times OOH asset base through various Tenders releasing authorities and through existing asset owners.
- ✓ Preparation of RFPs for the released tenders, evaluation of its viability in terms of expected revenue potential through market research and reporting to the management.
- ✓ Work closely with other departments for their inputs on the released tenders in order to arrive at the tender viability.
- ✓ Co-ordination with the top management for the Effective Bid value based on the revenue workings done and inputs from other departments, so as to win the tender.
- ✓ Post winning the tender, Coordination with the projects team and get the infrastructure ready within the specified timelines.
- ✓ Monitoring for execution of work order & finding causes of variances between actual result. Adhering to customer contract terms and doing satisfaction surveys

Chronic Power Manufacturing Pvt Limited, Pune - is known name in the Indian Power Engineering sector with interests in Renewable Energy, Power Distribution & Management Equipment. Company has entered into collaboration with a major European company for manufacturing of Pumps, Solar Pumps ,LED lights, solar water heater ,PV modules, Garden lighting, ,Transformers(all type),Cable, Wire, LT, HT PANNEL, Energy Saving devices,

Period- From 3rd April ,2004 to 30th June, 2007

Role: Sales Engineer

- ✓ Exploring new category customers.
- ✓ Meeting with principal architects, Builders,
- ✓ Managing the profit centre.
- ✓ Identify and generate pipeline of prospective clients and channel partners while analyzing their media requirements for their outdoor campaign. And work as a complete media consultant to the client, preparing customized media plans ranging from Outdoor, Print, Radio & BTL activities to the clients and thereby service them.
- ✓ Converting Prospective clients and channel partners to Potential buyers and target achievement.
- ✓ Ensure timely collections without any out standings from the clients and channel partners.
- ✓ Ensure timely service, coordinating with the operations team closely for smooth execution of the campaign.
- ✓ Generate & oversee the MPS reports, Day Plan reports, Daily Sales Record reports, Weekly collection reports, Client's database for budgetary & strategic review to management
- ✓ Identification and development of strategic advertisement space for Times OOH asset base through various Tenders releasing authorities and through existing asset owners.

- ✓ Preparation of RFPs for the released tenders, evaluation of its viability in terms of expected revenue potential through market research and reporting to the management.
- ✓ Work closely with other departments for their inputs on the released tenders in order to arrive at the tender viability.
- ✓ Co-ordination with the top management for the Effective Bid value based on the revenue workings done and inputs from other departments, so as to win the tender.
- ✓ Post winning the tender, Coordination with the projects team and get the infrastructure ready within the specified timelines.

EDUCATIONAL CREDENTIALS

- ✓ **ACADEMIC** : **B.Sc (Electrical)**
: **MBA + PGDM (Marketing +H.R)**
- ✓ **Computer Skills** : **Ms Office, Tally, Internet**

ACADEMIC PROJECTS: Completed project at "Alfa Laval India Ltd" on "n-15-m-media" campaign for new products launch in next 15 months.

INTERNATIONAL SEMINAR: 1. Participated in the International Seminar on "Renewable Wind Energy", conducted by CWET, Chennai (Tamil Nadu).
2. Participated in the International Seminar on "Wind Turbine", conducted by German Wind Power Association at Pune (Maharashtra).

PERSONAL DETAILS

Date of Birth : 24th April, 1983
Gender : Male
Marital Status : Single
Nationality : Indian
Present Address : c/o. Keshav Marathe, 1410 Shukarwar Peth, Opp. Rattan cycle mart, Pune, Maharashtra – 411 002.

Permanent Address : At – H.No.608, Kanoon Go Pura North,
Bahraich – 271 801(U.P)

Skype Id : rksinghj

LinkedIn ID : rajaneesh1983@gmail.com

Passport No : L5651615

(Rajaneesh Kumar Singh Janwar)