

PRAKASH PINDARI	Contact Information	
DGM – Sales & Business Development Sex: Male Dob: 27 th December 1967	(M): +91 8697727026 (R): +91 9903448162 Email: prakash.pindari@gmail.com	44/4A/3 C. N. Roy Road Kolkata – 700 039 West Bengal, India

Profile

- Personal Statement : A dynamic and self driven hard core Sales & Business Developer with solid reputation of client development, product promotion and creative sales strategies, result oriented Sales Engineer with board and diversified experience in industrial strategies, constant record of success of management top priority objective verifiable achievement.
- Career Objective : To obtain a position in the Industrial / manufacturing/ Trading / renewable energy sector specially Solar in the area of Business Development, . Exercise exceptional sales ability, presentation and communication skills to an environment where it will make a significant impact on my core competencies as well as contribute to company profit center.

Core Competencies

- Identifying important aspects of the various Central and State policies and regulations
- In-depth knowledge of the various revenue model for the Solar Energy sector
- Drive vision and achieve strategic goals. Generate sales through 'Concept to Commissioning' Solution to solar power developers
- Evaluate and demonstrate the available opportunities in the solar market to the management and clients
- Act accordingly, proactively and responsively to various enquires (Public/Private) and submit techno-commercial offers
- Source business from government and private sector, and manage sales through direct sales, agents, dealers
- Participate in brand promotion opportunities viz. industry exhibitions, conferences & summits
- Managing leads through adherence of Sales Force CRM
- Responsible for Bid Management and Tender submission both for Private Sector and Government Sector
- Constant follow up, relationship building and negotiation with the clients.
 - Generating enquiry
 - Techno-Commercial discussion and transforming into orders
 - Customer inspections, coordination of site commissioning
 - Market feedback and analysis.
 - Lead a sales team
 - Preparation, Participation and coordination for industrial exhibition and seminars etc.

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- Sales target achievement
 - Prepare Sales & Business plan
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Education

1. Electrical Supervisory from Kolkata Technical School Kolkata
2. Graduate in Science (B.Sc. Degree) from Osmania University
3. System Analyst in Computer from N.I.I.T, Kolkata. West Bengal, India
4. Pre- University Course Class (12th) from Andhra University

Work Experience

Present Organization:

Waaree Energies Limited
Tenure : September 2015 – Still working

Designation: **DGM EPC MW Project Sales and Business Development**

Key Responsibility:

**Taking care of South & East Mainly for KW & MW projects
Reporting to the Director Sales & Marketing**

**Extensive Travelling across South & East
Attending Pre-Bid Tender meetings to analyses whether to bid in the tender**

- Top line
 - Revenue generation from EPC MW Project Sales
 - Contribute in increasing Solar EPC (Pan India) market share
 - Bottom line
 - Improve Profitability and Improve Customer satisfaction
 - Contributions to Contract Finalization & Closure
 - Quality & Delivery
 - Adherence to Schedule generation of required MIS, Reports & Documents
 - Achievements
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- Order Booked for 4.2 MW Solar Power Plant (Total Turnkey solution) .
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Previous Organizations:

Vikram Solar Private Limited

Tenure: July 2011 to September 2015

Designation: **DGM EPC MW Project Sales and Business Development**

Key Responsibility:

- Top line
 - Revenue generation from EPC MW Project Sales
 - Contribute in increasing Solar EPC (Pan India) market share
- Bottom line
 - Improve Profitability and Improve Customer satisfaction
 - Contributions to Contract Finalization & Closure
- Quality & Delivery
 - Adherence to Schedule generation of required MIS, Reports & Documents
- Achievements
- Order Booked for 5.5 MW Solar Power Plant (Total Turnkey solution) worth Rs. 3340 lacs.
- Order Booked for 2.0 MW Solar Power Plant (Total Turnkey solution) worth Rs. 1380 lacs.
- Order Booked for 1.1 MW Solar Power plant (Total Turnkey solution) worth Rs. 680 lacs.
- Worked actively along with team to achieve 40 MW Solar power Plant (Total Turnkey solution) worth Rs. 291 crore.

Al-Ruqee Oil & Gas Division (Trading & Contracting Company Ltd.)Saudi Arabia

Tenure: June 2007 to June 1 2011

Designation: **Senior Sales Engineer Eastern Province – Saudi Arabia**

Projects/Responsibilities Handled:

Reporting to the GM- Marketing head, independently in charge of the sales and marketing for the following products Trump power tools (Germany) / Material Handling Equipment (Ingersoll Rand US & YALE Germany) /Electrical Cables, Electrical Switch Gears, Panel Boards, Junction boxes,

Electrical fitting, etc Metals (Steel Plates for Pressure Vessels & Round Bars for various applications) Instruments (Foxboro & Emerson) / Skid equipment etc.

- Product approval as per standard of Saudi Aramco, Sabic, Betchel etc
 - Liaisoning with Saudi Aramco, Sabic and other major industrial sector
 - Generating enquiry techno-commercial discussion and transforming into orders
 - Customer inspections, coordination of site commissioning
 - Market feedback and analysis.
 - Lead a sales team
 - Participation and coordination for industrial exhibition and seminars etc.
 - Sales target achievement
 - Prepare Sales & Business plan
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Achievements

- Awarded from Saudi Aramco with three long term agreement for 5 years for supply of Metals, Chemicals & Welding electrodes.
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Continental Engineering Company, Kolkata West Bengal**Tenure: March 1996 to May 2007**Designation: **Sales Manager & Business development**

Projects/Responsibilities Handled:

Reporting to General Manager Sales independently in charge of the sales & marketing for cutting tools (sandvik / walter) and special tools for tea processing industries./ segments gearboxes, switch gears, panel board, junction boxes .etc.

- Generate new enquiries and convert them into order
 - Extensive travelling visit customers
 - Lead a sales team / sales plan / business plan and strategies
 - Negotiations
 - Market research & product identification
 - Import export related matters and leading a team of sales executives.
 - Directly overseas marketing network to all big intuitional sales
 - Market position with the new product
 - Materials supply and after sales service.
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- Achievement
 - Increasing the turnover of the company from Rs. 3 Crore to Rs. 20 Crores.
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Vikram India Limited, Kolkata, West Bengal**Tenure: June 1995 to February 1996**Designation: **Senior Marketing Executive**

Projects / Responsibilities Handled:

Reporting to Sales Manager Sales. Independently in charge of sales & marketing for Tea Processing Machineries.

- Tender preparation
 - Coordination with factory product run trial customer inspection
 - Technical submittals, coordination with concern purchasing department
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- Market positioning against competition
 - Extensive travelling
 - Generate new customers and enquires and orders
 - Lead a sales team
 - Prepare sales plan
 - Payment / Sales Tax follow up
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William Jacks & Company (India) Limited, Kolkata, West Bengal
Tenure: November 1989 to May 1995

Designation: **Sales & Service Engineer**

Projects / Responsibilities Handled:

Reporting to Sales Manager looked after the Sales & Marketing of Testing Machines , Lathe, Milling Machine, Switchgears, Earth moving equipment, Materials Handling equipment, Vibrators, etc. mainly our customers Ordnance factories / Power Plants / Technical Training Schools

- Independently corresponding with the customers
- Prepare quotations / tender / attend tender opening
- Continuous follow up with clients for payment, sales tax etc
- Extensive touring to various places, meeting customers.
- Prepare daily visit report
- Generate new enquires & customers

Omega Enterprises New Delhi, India
Tenure: October 1988 to November 1989

Designation: **Trainee resident Engineer**

Projects / Responsibilities Handled:

During this period I was posted in a manufacturing unit where the following machine were manufactured Lathe / Milling machine. Bar Strengthening machine / Vibrators / Concrete Mixers Compressors etc.

- Report daily to production manager
- Check inventory
- Purchasing raw materials Repairing of small machines like grinding machine / drilling machine / testing machine / vibrators / concrete mixers etc

Other Academic Projects Undertaken

- Apprentice training in the trade Electrical& Mechanical from Texmaco Kolkata, West Bengal , India, (A Birla concern)
 - I.T.I. In the trade electrical/mechanical from Gariahat I.T.I.(Government of India under taking) , Kolkata, West Bengal , India.
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Linguistic Proficiency

Language	Read	Write	Speak
English	Yes	Yes	Yes
Hindi	Yes	Yes	Yes
Bengali	Yes	Yes	Yes
Telegu	--	--	Yes
Tamil	--	--	Yes

Extra-curricular Achievements

- Played School level Cricket & Football
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Activities & Interest

Travelling, Photography, Cricket, Cars and Driving

