

FARID HUSAIN

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PERSONAL SUMMARY

Assistant Manager for Project Management & Business development, from a Technology & Marketing background, with over Five (+) years of invaluable managerial experience of working for Renewable Energy companies. Highly focused with a comprehensive knowledge of technology and understanding of Enterprise Resource Planning (ERP). Currently responsible for Project management and site engineering and providing trouble shoot, prioritizing product and customer requirements and working closely with sales and project departments to ensure revenue and customer satisfaction goals are met.

TECHNICAL QUALIFICATION

Vishveshwarya Institute of Engineering & Technology, 2009
Studies B.Tech, majoring in Electronics & Telecommunication
Passed with Honor's

EMPLOYMENT SUMMARY

Over all Work Experience: 5 Years and 8 Months

Organization - Position Held - Period

Exicom Tele-Systems Limited as Assistant Manager – Solar Pump & SPV power projects, March 2014 till present
Veddis Solars Pvt. Ltd. as Account Manager- Solar Projects & Business, June 2013 to March 2014.
Veddis Solars Pvt. Ltd. as Business Development Manager – Solar, Sep 2011 – June 2013.
Power Technologies Corporation (Sanarti Group) as Project Engineer – Solar, Dec 2009 – Aug 2011.

DEPARTMENT AND LOCATION WORKED WITH

RDSO Lucknow – As Project Engineer while working in Power technology
Upneda Lucknow - As Project Engineer while working in Power technology
UpJal Nigam – Uttar Pradesh – As Business Development Manager while working in Veddis Solars
PHED Bihar - As Business Development Manager while working in Veddis Solars
Breda Bihar - As Business Development Manager while working in Veddis Solars
Creda Chhattisgarh - As Business Development Manager while working in Veddis Solars
PHED Jharkhand - As Business Development Manager while working in Veddis Solars
Minor Irrigation Karnataka – As Assistant Manager while working in Exicom Tele-Systems Limited
MP Urja vikas Nigam Limited – As Assistant Manager while working in Exicom Tele-Systems Limited

SKILLS SUMMARY

Leadership:

Managed up to 5 direct reports. Successfully led two restructures. Recruited, coached and trained successful teams both in Sales and Operation.

Strategic Planning:

Successful strategic initiatives including mapping of tender, new account opening and continuing relationship with existing ones.

Project Execution & Business Development:

Got the first and biggest Solar Street light order for Power Technologies from UPNEDA – 6000Nos. for Power Technologies.

Designed and won order for **Solar Micro Village electrification project** for various district in Bihar.

Solarized various hospitals, institutions and petrol pumps in UP and Bihar.

Bagged a Single order of **Solar Pumps** of 17Cr from PHED – Bihar.

Bagged and Commissioned **Biggest Solar water pumps** in India of capacity of **25Hp, 20Hp and 15Hp** in Bihar and Uttar Pradesh.

Bagged first South India project (Minor Irrigation Karnataka) for company of **57Nos of 5HP** pump.

Successfully completed geographically tough project of Wild reserve in Madhya Pradesh – **100Kw**.

Successfully completed **30Nos of Solar water pump project** in close time line of 30days with revenue collection in next 15 days in Karnataka.

CAREER HISTORY

Period: April 2014 to Present

Organization: Exicom Tele-Systems Ltd

Position: Assistant Manager – Solar Pump

Reporting to: General Manager – Solar Business

Base Location: Lucknow, Uttar Pradesh

Responsibilities:

- Establishment of new vertical started – Solar pump vertical
- Representation of company pan India and development of business
- Handling project management

Achievements:

- Bagged first project for company of order value 3Cr out of their comfort level states, i.e. in South India – Karnataka
- Completed full project with time incentive despite of challenges of Language and Geography.

Period: June 2013 to March 2014

Organization: Veddis Solars Pvt. Ltd

Position: Account Manager

Reporting to: Chief Operation Officer (CEO)

Base Location: Patna, Bihar

Responsibilities:

- Manage and develop relationships with Govt. department, private customers and other Agencies. Liasoning and tender management.
- Project planning and manage expenditure within Budgeted level.
- Manage and develop a team of sales and operations.

Achievements:

- Achieved the fastest completion of 1Cr turnkey project with positive P&L.
- Handing the operation of Solar Mini Drinking water supply scheme in 8 districts of Bihar.
- In the solar pump market, achieved brand growth by enhance marketing presentation with in govt. department and private customers.

Period: September 2011 to June 2013

Organization: Veddis Solars Pvt. Ltd

Position: Business Development Manager

Reporting to: National Sales Head

Base Location: Patna, Bihar

Responsibilities:

- Tender Short listing.
- Bid preparation (technical & financial) and bidding.
- Manage and develop relationships with Govt. department, private customers and other Agencies.
- Techno-commercial proposal and presentation preparation.
- Designing of Solar power pack for Water pumps and Domestic energy requirement.
- Manage sales team of Interstate Direct sales, addressing their technical & commercial issues.
- Working on new department opening under the direction of Sales head.

Achievement:

- Cracked the first in Bihar with Higher HP solar water pump (upto 25HP).
- Cracked the Account Breda as a new business provider Agency.
- Bagged pan Bihar tender of solar water pump.(17nos High capacity)
- Bagged the highest sales order figure for company.(84nos Small capacity pump)
- Team Leader of company's entrance & opening of account Creda in Chhattisgarh.
- Heading team of Jharkhand for business development for Direct sales.

Period: December 2009 to August 2011

Organization: Power technologies corporation (Sanarti Group)

Position: Project Engineer

Reporting to: Branch Manager

Base Location: Lucknow, Uttar Pradesh

Responsibilities:

- Prototype testing and approval of LED Luminaries and Signals in labs of RDSO Lucknow and issuing of test certificates.
- QC of material before delivery.
- Supervision of Installation and commissioning of both Northern Railways and Upneda projects.
- Working on collection from both railways and Upneda.
- Heading a team of four technicians for all installation and testing.
- Hands on PLC and Drives programming using Ladder logic.

Achievements:

- Completed most sensitive Solar Street Light Project of 100 lacks of 31, Ambedkar Villages under scan of BSP Govt. in record period of 3 months and installed approx 6000 lights.
- Prototype testing and approval of LED Signal units in R.D.S.O lab for periodical maintenance.

PERSONAL DETAILS:

- Sex & Marital Status : Male & Unmarried
- Date of Birth : 3rd of December, 1986
- Passport no. & Expiry Date : H6821459 & 24/09/2019
- Permanent Address : LIG-658/II, LDA colony, Tikait Rai Scheme, Lucknow (U.P).
- Leisure Interests : Watching Movies, Reading Fiction and Listening Songs
- Relocate : Loves open Sky, travelling and meeting new people

DECLARATION:

I hereby declare that the above information is correct to the best of my knowledge.

FARID HUSAIN