

## SACHIV K. BHATNAGAR

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### Top-Management Positions in Business Development/Projects with an organization of repute preferably in the SOLAR sector

#### SNAPSHOT

A competent professional with **over 3 decades** of experience in;

✧ **Business Development** ✧ **Sales & Marketing** ✧ **Client Relationship Management** ✧ **Time Management** ✧  
✧ **Team Supervision** ✧

- ✓ Gained extensive experience in tracking sales activities, providing sales forecasts, creating and analyzing metrics that drive results.
- ✓ Exposure in developing marketing/ sales policies intended to support product understanding within the equivalent computing community.
- ✓ Successfully directed marketing power in selling and developing new products for the instantaneous processing market.
- ✓ Ability to quickly assess problems and take necessary actions/ make appropriate decisions for effective resolution. Proven ability to remain poised under pressure and strong attention to detail.
- ✓ Exceptional verbal and written communication skills. Self-motivator with strong competitive drive and work ethic to succeed.

#### EMPLOYMENT PROFILE

**Since Jun'12 at Eversun Energy Pvt. Ltd. (A Solar EPC Company just acquired by Techpro Systems Ltd.)**

*EverSun Energy Private Limited, an ISO 9001: 2000 company is engaged in the design, engineering, procurement, integration, installation and commissioning (EPC) of solar photovoltaic systems for power generation for utilities and industries on a turnkey basis for captive power generation or export of power to utilities.*

**Self achievements:-**

- **Company bagged 10 MW SPP of NTPC order for Ramagoundam, AP.**
- **Successfully commissioned 12 SPP's (ranging from 8 to 12 kwp) for UPNEDA, UP in Unnao, Basti and Sitapur.**

**Jul'10-Jun'12 at B S Transcomm Ltd., Gurgaon as Senior Co-ordinator**

**Accountabilities:**

- ✓ Looking after day to day coordination with PGCIL. Well-versed in all departments of PGCIL-CC, NR-1 and NR-11.

**Sep'09-Jul'10 at United Metaltek Pvt. Ltd. and Apeco India Pvt. Ltd.**

**Clients Handled:** DDA, PGCIL (CC, NR-I and NR-II).

**Jul'07-Sep'09 at Sanbros Spares Pvt. Ltd., Nagpur as Branch Manager**

**Highlights:**

- ✓ Based in Delhi and looked after Railways, PGCIL, DTL and NTPC.
- ✓ Procured orders worth Rs. 175 lakhs from Railways for enhancing the life of their batteries.
- ✓ Completed the order successfully and payment was released (fully).

**Jun'00-Jul'07 at Astek Sales Corporation, Delhi as Proprietor.**

**Accountabilities:**

- ✓ Dealing in industrial supplies like silicon spray bottles, various greases and lubricants, different fuel additives.

**Highlights:**

- ✓ Maintained monthly turnover between 10-20 lakhs.
- ✓ Covered the entire industrial belt of NCR.

**Sep'96-Jun'00 at Iftex Petrochemicals Ltd., Mumbai as Manager (Defense Sales) office at Nariman Point, Mumbai**

**Accountabilities:**

- ✓ Looking after the sale of Lubricants, Greases, Additives and TOT (transfer of technology) items to Defense.

- ✓ Working through DGQA (R.K Puram), NHQ (Sena Bhawan) and other Naval offices of Western and Eastern Command.

#### **Highlights:**

- ✓ Successfully trained team by demonstrating the sales cycle in a solutions environment.
- ✓ Cited by the management for the analytical and solution oriented approach towards sale.

#### **Jun'92-Sep'96 at International Computers and Communications Ltd., New Delhi as Assistant Manager to Major Accounts Manager**

##### **Accountabilities:**

- ✓ Looking after the sales of ICCL brand of computers to major accounts of the company like Motherson & Sumi (NOIDA), L&T, BHEL (NOIDA), PMO (PM's house), IBP (Scope Complex and Manesar),
- ✓ Establishment and monitoring sales targets to help attaining company's objective of profitability as well as sustained growth.

#### **May'88-Jun'92 at Concepts Data Management, New Delhi as Sales Officer/ Manager (Sales)**

##### **Accountabilities:**

- ✓ Looking after the sales and services of SHIVA brand of computer.
- ✓ Managing a highly successful direct sales and dealer division for U.P., Bihar and Rajasthan.
- ✓ Working key member of the top sales management team.
- ✓ Responsible for developing, planning, implementing and controlling all dealer sales and promotional strategies for all the states handled.
- ✓ Establishing and monitoring sales targets to help attaining company's objective of profitability as well as sustained growth.

#### **Highlights:**

- ✓ Achieved 100% growth in sales within six months of taking over the operation as Area Sales Manager.
- ✓ Successfully self implemented the distribution channel by identifying and appointing Dealers for U.P., Bihar and Rajasthan, later Branch Office in Jaipur (Rajasthan) was setup.

#### **May'86-May'88 at Image Glass & Chemicals Ltd., New Delhi as Manager**

##### **Accountabilities:**

- ✓ Looking after their 'F' block restaurant named "Appetite" as Manager.
- ✓ Briefing about the concept of F&B services in the minds of staff and encouraging them for being a part of it.

#### **Feb'84-May'86 at Maurya Sheraton as Full Steward (F&B Department)**

##### **Accountabilities:**

- ✓ Working in Room Services, Coffee Shop and Banquets.

#### **Jan'82-Feb'84 at Taj Group of Hotels (Taj Palace) as Trainee (F & B Department)**

##### **Accountabilities:**

- ✓ Working in Room Services, Coffee Shop and their exclusive bar.

#### **EDUCATION**

- ✓ PG Diploma Course in Computer Programming & Systems Management from Kurukshetra College in 1990.
- ✓ Bachelors in Arts from Kakatiya University in 1988.
- ✓ H.S.C from Punjab University in 1982.
- ✓ S.S.C from Kendriya Vidyalaya, C.B.S.E Board in 1980.

#### **CO-CURRICULAR ACTIVITIES**

- ✓ Represented India in "International Children Festival" held in Artek, USSR, being No. 2 in India.
- ✓ Represented Delhi state in various National Gymnastics Championships.

#### **PERSONAL DETAILS**

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|---------------|--------------------------------------------------------------------|
| Date of Birth | 10 <sup>th</sup> September, 1962                                   |
| Address       | Flat No. 64-C, Pocket-A, Mayur Vihar (Phase-II), New Delhi-110091. |