

SIBASIS MOHAPATRA

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Looking for assignments in leading a team with a growing organization

CAREER OVERVIEW

Over 20 years of cross-functional experience in Plant Commissioning & Testing, Design Engineering, Technical Sales, Business Development, Project Management Facility Management, Quality Control, Software Development, New Product Analysis, Vendor Development etc. Expertise in managing complete Solar PV installation project including Pre-Installation Survey, Energy Analysis, Designing Solar power plants, Monitoring performance data, Plant Commissioning etc. Demonstrated communication and relationship management skills with the ability to lead teams.

ORGANISATIONAL DETAILS

July 2017 onwards working as an Independent Technical Consultant - Renewable Energy Projects

- Coordination with MNRE, State nodal agencies, State EB's for Regulatory policies, Technical Specifications and approvals
- Testing and commissioning activity of Solar Power Plants
- Site *selection* for solar power plants
- Selection of PV module, Inverter, Module mounting/ tracking system
- Project Management for MW, Rooftop, Mini/ Micro Grid Solar project, Solar Pumping, Solar Street light, WtE projects
- Review of design documents submitted by EPC vendors
- Energy yield calculation for the proposed projects by using software's like PV SYST, sketch up modelling software
- Supporting Developers in optimizing cost, land requirement
- Support customer in technology selection and evaluating vendors for BOS supply
- Energy analysis for existing solar power plants and refurbishment plans to enhance energy yield
- Performance testing of Solar Power plant with calibration of all instrumentation equipment
- Safety audits conducted for all type of equipment's used in power plants
- New product analysis report as required by Developers, EPC vendors
- Workshop for engineering and project execution team for design and PM tools & templates

Accomplishments:

- Services extended for 150MW solar power plants in Vietnam along with Bureau Veritas
- Technical consultancy provided to Odisha Renewable Development Agency in India for Solar power plants, Solar Pumps, Mini/Micro grid projects Livelihood projects
- Plant performance analysis, Equipment selection, Safety procedures for Solar Power plants in Shree Cement Ltd plants across India

December 2015 - July 2017 with M/s Lanco Solar Energy Pvt. Ltd. as an Assistant General Manager - Solar

Key Result Areas

- Coordination with MNRE, SECI, NTPC and all State nodal agencies for Renewable Policies, tender specifications & approvals.
- Lead the team during testing and commissioning MW scale Power Plants
- Review written procedures for switching, energization, isolation methods for testing and commissioning work.
- evaluating testing data for power circuit breakers, transformers, and other substation components.

- Review and Optimize the design phase of projects during Technology Selection, System Configuration and finalization of Civil, MMS, SCADA Systems and Power Conditioning Systems for Solar power plants.
- Complete project management and hands on training to project managers and engineers during execution to ensure quality of installation.
- Lead Vendor interactions for Module, Inverter, BOS finalization & new product analysis.
- Support extended with technical reports to sales team for module sales to project developers
- Review of Pre bid queries, technical documents, guaranteed energy generation reports for NTPC tender submission
- Review the DPR & SSR to submit in the banks
- Energy analysis reports & Technical inputs provided to O & M team to enhance the existing plant performance
- Working with the company Procurement, finance team to ensure commercial terms & conditions are fulfilled by the customer
- Regular review of Corporate and regional team member to track the ongoing activity and future plan

Accomplishments

- 100 MW NTPC Solar Power Project installed in Madhya Pradesh
- 5 MW Rooftop projects for IFFCO plants across India.
- Refurbishment done for existing 70 MW projects in Rajasthan, Gujarat & Punjab to enhance the energy yield.
- 100 KW project in Sonar Bangla Cement, West Bengal
- 62 KW project installed in Shree Cement Ltd with DAT, SAT & ST mounting

June 2012 - Dec 2015 with Saint Gobain Solar -Avancis (GmbH) as a Senior Manager-Technical Sales & BD

Key Result Areas

- Providing technical interpretations on various power project scheme under Govt. agencies including MNRE , SECI ,IREDA, NVVN, GUVN & State Govt. under both On Grid and Off Grid projects
- New Client acquisition through **Corporate tie ups** and Business Development from new and existing clients through cold calling, followed by client meetings
- Develop innovative strategies for retaining clients; this includes undertaking interviews in order to get feedback and incorporate it into the growth plan
- Finalize **Corporate Alliances** for Franchise expansion with prospective clients/brands
- Responsible for technical diligence in the process of tendering & Bidding process for Govt., PSU & Pvt. projects
- Focal Point of communication for all project stake holders
- Monitoring and Analysis of module generation for installed projects across India
- Responsible for providing Technical support to customer during project execution and after sales service during power plant operation
- Working with the company finance team to ensure commercial terms & condition fulfilled by the customer
- Selection of Channel Partners to sale PV modules in India
- Supporting customer during plant testing and commissioning done by third party
- Contract negotiation for Solar Glass & PV module supply
- Responsible for Importing PV modules from Germany and Solar Glass from China.

Accomplishments

- Successfully installed 7 MW Solar Power Project in Rajasthan
- Roof top and hybrid system installed in Kerala, Karnataka, Odisha, Andhra Pradesh states and Grid tied roof top project in Industrial Economist building at Chennai, Tamilnadu.
- 150 MW CSP projects Installed in Rajasthan and Andhra Pradesh
- Rooftop project installed in IIT, Madras campus to analyze CIGS performance compare to Poly and Mono crystalline modules
- Grid tied project installed in Gujarat Energy Research & Management Institute (GERMI) for research on CIGS technology.

- Technical support extended to Tata Power to solarize their Telecom tower in India
- Provided technical support to local manufacturers for developing MPPT Charge controller & Inverter for CIGS modules
- Created awareness among states nodal agencies to include CIGS specification in the upcoming tenders

Sep 2010 - June 2012 with Moser Baer Solar Limited, Greater Noida as an Assistant Manager - Engineering

Key Result Areas

- Testing and Commissioning of MW scale solar power plants
- Organize the development of project systems, Processes and standards to maximize efficiency of the engineering team including tools for effective control/ monitoring/ status reporting of ongoing projects.
- Vendor interactions for document approval, BOS Specification review and coordination meetings
- Solar resources data used to conduct feasibility study & technology evaluation for MW/KW projects
- Review of BOQs, tendering process, analysis and recommendation for participating GOVT & PSU tenders
- Understanding of different solar power PV technologies like crystalline, Thin Film and BOS component specifications along with their cost.
- Responsible for component selection and support procurement team during purchase of PV panels, Inverter, DC/AC cabling, Control & Monitoring systems etc.
- Technical support extended to O & M team during plant operation
- Monitoring and analysis of all major installed MW and KW projects
- Supported Product Development teams to analyze new product like Inverters SCB, JB, cable connectors
- Provided techno- Commercial support to Marketing & Business Development team.

Accomplishments

- 300 MW Solar Power plant in Gujarat, Rajasthan & Odisha
- ISRO 200 KWp, 100 KWp of Hero Motor Corp. and 400KWp rooftop project of RVS Educational trust in Coimbatore.
- Monitoring and analysis of 5 MWp in Sivganga, 1 MWp in Chandrapur , NDPL projects in New Delhi
- Off grid projects for KREDA, LAREDA, and GAIL in various places across India
- Implemented usage of design software like PV SYST and PV SOL in design process.
- Replaced AJB's with Cable/ Branch Connectors in MW projects
- Supported R & D team by sharing simulated data for increasing efficiency of MBPV module

Feb' 2004 - July 2010 with CII (Confederation of Indian Industry) IGBC, Hyderabad as Counsellor - Green Buildings and Renewable Energy

CII - Sohrabji Godrej Green Business Centre (CII - Godrej GBC), a division of Confederation of Indian Industry (CII) is India's premier developmental institution, offering advisory services to the industry on environmental aspects and works in the areas of Green Buildings, Energy Efficiency, Water Management, Environment Management, Renewable Energy, Green Business Incubation and Climate Change activities.. *The Centre is a joint initiative of the Government of Andhra Pradesh, Confederation of Indian Industry (CII) and House of Godrej with the technical support of USAID - an unique model of a successful Public-Private partnership*

Key Result Areas

- Involved in Solar Street light & off grid plant installation for Rural Livelihood projects of MNRE - UNDP- FRG
- Coordination with Central and State Nodal agencies for policy making
- Conducted building audits ,Feasibility study, commissioning and facilitation of green building projects in India
- Involved in commissioning of HVAC, Solar PV & BMS system at GBC
- Testing and commissioning of grid connected solar projects installed in Green Buildings

- Represented Indian Green Building Council(IGBC) in all major events in India
- Co-ordinate & manage facilities activities and services of COE's in India
- Ensure measures towards sustainability to reduce operating costs for Energy Consumption, Water Consumption etc.
- Ensuring that all mechanical systems are operating in accordance with policies and procedures and according to local requirements and regulations.
- Coordinate and work with Internal Stake Holders and Business Functions

Accomplishments

- Involved in around 15 green projects facilitation and commissioning
- Supported Tata BP Solar during installation of Grid connected Solar roof top project in 1stGreenest Building of India
- Conducted around 20 green building audits across the country
- Represented IGBC in 5 major events(Climate Change - New Delhi, Excon - Bangalore, Acreconf India 2010 - New Delhi, Plumbex India 2010 - Mumbai, Build Intec 2010 - Coimbatore)
- Achieved 10% additional saving in overall power consumption during operation of Green Building.

Jul' 2000- Dec' 2003 with Golkonda Engineering Enterprises Ltd, Hyderabad as Senior Engineer - (Quality Control)

Key Result Areas

- ⇒ Maintaining quality standards for incoming materials, finished products ensuring stringent adherence to quality standards, norms & practices, identifying gaps and taking corrective action.
- ⇒ Managing in-house material testing of components.
- ⇒ Maintaining QC Registers, ISO records Preparing Inspection Certificate Annexure and Conducting monthly & quarterly testing.

Accomplishments

- Handled clients like BSNL, MTNL and managed complete documentation and testing for them.
- Coordinated with management representative during the surveillance audit of ISO.

Dec' 1998- Feb' 2000 with Indotronix Software Ltd. (STPI Unit). Hyderabad as Trainee Software Engineer

Key Result Areas

- ⇒ Identifying client requirements and selecting appropriate technology for development.
- ⇒ Coding, testing and debugging the application as per timelines.
- ⇒ Identifying defects and communicating the same to the development team.

Accomplishments

- Live project for Human resource department, USA Govt. with V.B 5.0 as front end & Oracle 7.1 as back end tool.

Commenced career with Andhra Electronics Pvt. Ltd. Kakinada as Technical Support Engineer from Sep' 1996- Sep'1998

- ⇒ Worked as a Technical Support Engineer in the assembly lab for crystal oscillators. Involved in testing the electronics component used (transistor, capacitor, resistor etc.) as per the required standard.
- ⇒ Involved in quality control activities.

SCHOLASTICS

- Master in Business Administration(Operation Management)
- B-Tech in Electronics & Communication Engineering

- Diploma in Electronics & Telecommunication Engineering

IT SKILLS

Operating System : MS-DOS, WINDOWS.
Word Processing : MS-Office, (MS-Word, MS-Excel, MS-Power Point)
Software Package : ORACLE 8.0 & VISUAL BASIC 5.0

PERSONAL DETAILS

Date of Birth : 30th May 1974
Permanent Address : SV-22, Shree khetra Vihar, Aiginia, Bhubaneswar - 751019, Odisha
Phone : 9999477627
Alt id : sibasis2006@gmail.com
Language known : English, Hindi, Odia & Telugu