

QUINTON GAVIN PEREIRA

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~ RENEWABLE ENERGY ENGINEERING PROFESSIONAL ~

*Aspiring for a challenging position in an organization that offers me generous opportunities to explore & outshine in the field of **Solar PV Engineering, Sales, Marketing and Business Development** while accomplishing personal, professional as well as organizational goals*

CAREER PROFILE

A qualified and a seasoned professional offering **4 years** of experience in the **solar energy sector** with proven expertise in **design, engineering, sales, marketing and business development of renewable energy systems**. Presently spearheading functions with **Dhanashree Solar Enterprises, Mumbai as Deputy Manager (Sales)**

- Professional in handling Operations and Maintenance activities of over 2MW of roof top solar PV systems
- Demonstrated excellence in Operations and Maintenance activities of over 30MW of utility scale solar PV power plants
- Expertise in the design of over 25MW in rooftop solar PV systems and over 20MW in utility scale solar PV power plants
- Special proficiency in managing performance analysis and plant rectification for several MW plants
- Demonstrated ability in Business Development, Sales, Account Management, Client Management, Strategic Planning, generating and closing deals
- A proactive leader and planner with a solid track record that demonstrates self motivation, securing key accounts and increasing product distribution to grow market share
- Responsible in devising and implementing strategies to ensure smooth business operations, attainment of top-line/ bottom-line, promotion of products and achievement of business goals
- Expertise in creating innovative approaches that drive profitable revenue growth with our existing partners and through potential future alliances
- Outstanding success in building, managing team and maintaining relationships with key corporate decision makers, establishing large volumes, high profit accounts with excellent levels of retention and loyalty

KEY STRENGTH AREAS

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|---|------------------------------------|
| ▪ Solar PV System Design | ▪ Market Research & Intelligence |
| ▪ Operations & Maintenance | ▪ Digital Marketing |
| ▪ Performance Analysis of Solar PV Plants | ▪ Competitor Analysis |
| ▪ Techno-Commercial Operations | ▪ Strategic Planning |
| ▪ PVSyst | ▪ Executive Leadership |
| ▪ SolidWorks | ▪ Customer Relationship Management |
| Sales & Marketing Skills | ▪ Team Management & Training |
| ▪ Sales Management | |
| ▪ Business Development & Expansion | |

EXECUTIVE ACCOMPLISHMENTS

- Won Employee of the Year award in 2014
- Analyzed and rectified key problem areas in several MW power plants and improved generation
- Gained keen insights to the end-consumer's behavior toward switching to better energy alternatives in India and the U.K.
- Developed a strong research base in the Indian renewable energy market

CREDENTIALS

M. S c. (Renewable Energy Engineering) from Heriot - Watt University, Edinburgh, U.K. in 2011
BE (Mechanical Engineering) from Don Bosco Institute of Technology (Mumbai University), India in 2010

Certifications & Trainings

- Grid Connected PV Systems Design, Global Sustainable Energy Solutions India, Delhi, Aug 2015

- Stand alone Solar Power Supply Systems: Design and Installation, Global Sustainable Energy Solutions India, Delhi, Aug 2015
- Solar installers' workshop, Underwriters Laboratories & Iacharya Silicon Ltd, Mumbai, Apr 2013
- Comprehensive course in Piping Engineering, Indian Institute of Technology, Mumbai, Dec 2012
- Solar PV Training Workshop, Nirvana Foundation, Bangalore, May 2012

Technical Skill Set

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|--------------|------------|---------------|
| ➤ PVSyst | ➤ Sketchup | ➤ DiaLux |
| ➤ AutoCAD | ➤ SAM | ➤ Energy Plus |
| ➤ Solidworks | ➤ HOMER | ➤ MS Office |

PROFESSIONAL CONTOUR

DHANASHREE SOLAR ENTERPRISES, Mumbai
Deputy Manager (Sales)

(Sept'15 - Present)

Key Accountabilities:

- Responsible for sales and designing and of Solar PV configurations, BIPV , Facades and ground mounted systems to consumers in commercial, industrial and residential sectors
- Preparation of techno-commercial proposals to various clients
- Proficient in using PVSyst, AutoCAD, Solidworks, Sketchup, SAM; Inspection and analysis of potential sites and report preparation
- Maintaining business with existing customers, as well as actively prospecting to develop new business
- Building relationships with strategic equipment suppliers for solar PV modules, inverters, balance of system components and serves as the key contact person
- Preparation of other technical reports and documents
- Keeping abreast of technology developments and identification of new products that they meet clients' needs

WAAREE ENERGIES LTD, Mumbai
Senior Engineer - Operations & Maintenance

(Nov'13 - Mar'15)

Key Accountabilities:

- Planning and development of Operation and Maintenance (O&M) programs which includes coordinating oversight of O&M activities, quarterly performance reports and site documentation for clients & internal use
- Responsible for in research and implementing the O&M practices
- Involved in activities entailing client and vendor liaising for each plant and improvement in generation
- Supervised maintenance activities such as tests, measurements, adjustments, and parts replacement
- Ensured smooth working operations by supervising the teams for conducting preventive, corrective and predictive maintenance of the different plant equipment
- Created SOPs and other technical documents
- Provided training to site engineers to improve plant performance

PREVIOUS EXPERIENCE

EXCELSIOR ENGINEERING SOLUTIONS, Mumbai
Market Intelligence Officer

(Mar'15 - Aug'15)

SHARP ENERGY SAVINGS SOLUTIONS, Mumbai
Audit & Solutions Engineer

(Jan'13 - Apr'13)

GATEWAY ENVIRONMENTAL MARKETING, London
Energy Efficiency Advisor

(Jun'12 - Sept'12)

BRIDGE TO INDIA ENERGY PVT. LTD., New Delhi
Market Intelligence Consultant

(Sept'11 - Mar'12)

PERSONAL SPECIFICS

Date of Birth:	02 nd February, 1988
Languages Known:	English, Hindi, Marathi, French, German&Spanish
Passport Details:	Number: N0543193, Valid Till: 17 th June, 2025