

# SARTHAK KAUSHIK

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## Objective

“Scaling new heights of success with hard work & dedication and leaving a mark of excellence on every step”

## Profile Summary

A result-oriented professional with **over 4+ years** of experience in the arena of:

### Power Trading

### Power Portfolio Management

### Business Development

- **Business Development:** Preparing proposal, report preparations, market research, data mining and business development presentations to reach new clients in generating new business.
- Providing **consultancy services** to industries including Bharat Petroleum, Hindustan Petroleum and other refineries for assessing their grid connectivity and providing the solution for optimal voltage level of connectivity for reliable power to their plant.
- Expertise in **energy trading and power portfolio management** of various clients ranging from industries with load of 1MW to state utilities.
- Assisting in improvement of **operational efficiency** of organizations/ business units or projects, **Business plan and strategy** for Utilities in carrying out their day to day activity.
- Other reports related to viability of open access for presentation before **Board for Approval** for clients like **Delhi Metro Rail Corporation, HPCL Mumbai, BPCL Mumbai, Bharti and Marriott group.**
- Quick learner with good analytical and problem solving abilities.
- Self-motivated with sound interpersonal skills and abilities in resolving complex deadlock and application issues.

## ORGANIZATIONAL EXPERIENCE

### PTC India Ltd–New Delhi

July 2016–Present

#### Roles & Responsibilities:

- Handling roles as Relationship Manager in the Retail team of the company for Pan India.
- As Relationship Manager – Power Sales/Purchase, I am entrusted with responsible for Evaluation, Feasibility Study, Strategy and Business Development relating to Sale/Purchase of power under Medium and Short Term basis.
- Responsible for increasing the client base of company on Exchange and Bilateral Platform.
- Role includes discussions and meeting with Utilities and Consumers for existing power purchase agreements. Initiating and coordinating meetings between DISCOM, STU, SLDCs of various states for participating in tender, PPA's execution with utilities.
- Maintain the relationship with Discom Officials across the country.
- Look after the Tendering Process which includes RFP, RFQ, e-RA and bidding. Actively involved in making new marketing strategies to reach the consumers, generators and utilities and keep the pace with dynamics of the market.
- Clear understanding of Open Access regulation not only limited to commercial aspects rather more importantly, on operational levels.
- Power Portfolio Manager for State Utilities & Corporate Clients like NDMC, UPCL, DMRC, CK Birla, DLF, MARRIOTT, Bharti Airtel, IIT Delhi etc.
- Providing day-to-day guidance to the clients about electricity price movements, new regulations at state and central level and inputs on the factors affecting electricity prices
- Organizing capacity building programs/workshops on Power Trading and Renewable Energy Certificate Market in India.
- Managing power portfolio of Indian Railways.
- Managing the power portfolios of RE (Renewable energy) generators.
- Managing the conferences for Railways on Open Access
- Continuously visit the generators and utilities across the country to promote the relationship of the company to excel in the power trading business.
- Looks after the market research of the Power sector to prepare the strategy for upcoming trends in the market.

**DELHI METRO  
RAIL  
CORPORATION  
(DMRC)**

Consultancy services for assessing the best Option under **Open Access (Exchange or Bilateral ) for power procuring from Open market.**

- \* Preparation of RfQ;
- \* Power Purchase from Exchange with maximize the savings.
- \* Front End Support including billing, scheduling, Getting Approvals etc.

**HPCL, Mumbai  
&  
BPCL, Mumbai**

Consultancy services for assessing the best Option under **Open Access (Bilateral or Group Captive) for power procuring from Open market.**

- \* Preparation of RfQ;
- \* Power Purchase Agreement (PPA);
- \* Back End Support including billing, scheduling etc.

**GAIL Pata (U.P)  
Plant**

Feasibility study for **power procurement** under Open Access through **power exchange, Bilateral or Captive mode** for Pata Plant in U.P. & Vijaipur plant in M.P.

**Management Trainee****Cosmo Electric co.****8 Months, Dec-15 to July-16****Roles & Responsibilities:**

- Responsible for sales and marketing operations, Business development, meetings with government officials of UP, give presentations, making tender documents and responsible for its efficient running.
- Solar off grid project for UP JAL NIGAM, Ghaziabad. Providing complete Solar PV off grid rooftop solution for pump house in different areas of Uttar Pradesh. Developing sales, solar system selection, solar system pricing, tendering etc

**Internship (Market Research+ Business Development)****Thermax Limited, Pune****2Months, Jun to Jul-15****Project Title:***MARKET OPPORTUNITIES IN SOUTH EASTASIAN COUNTRIES:***ProjectDetails:**

This research has been conducted in order to expand the company's business in different countries for acquiring power projects on EPC basis. Research has been about the Energy sector of CAMBODIA, VIETNAM, LAOS AND MAYANMAR as well as their Regulatory bodies, their financial system for power projects and opportunities for new investors.

**Work Experience****Hytek Grant Instruments****22 Months, July-12 to May-14**

- Working as a Senior Sales Engineer in Business Development team for Delhi NCR Region.
- Sales of Siemens Make Geared motors, motors and AC Drives etc.

**Academics**

Sr.No.	Name of the Institution and Degree	Passing Year	Percentage (%)
1	University of Petroleum and Energy Studies Dehradun (MBA-Power)	2016	87
2	Lord Krishna College of Engineering B.TECH (Electronics And Communication)	2012	64

### Computer Skills

- Tools and Packages - Microsoft Project, Word, Power Point, Excel and Outlook

### OTHER DETAILS

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**Date of Birth:** 17-July-1989  
**Marital Status:** Single  
**Nationality:** Indian  
**Hobbies:** Reading news papers, Playing table tennis, Music listener  
**Passport:** Available  
**Permanent Address:** 8/19 West Model Town Opposite Lic Office Ghaziabad

### Declaration

I hereby declare that the above written particulars are true to the best of my knowledge and belief.

**Date:**  
**Place:**