

## **SHREY TIWARI**

**B.Tech (Electrical & Electronics Engineering)**

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### **Career Objective:-**

To work in a stimulating environment where I can apply & enhance my knowledge, skills to serve the firm to the best of my efforts.

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<b><u>Academic Credentials</u></b>	B.Tech in Electrical & Electronics Engineering at Kanpur Institute of Technology, Kanpur with 67.2% marks	2016
	12 <sup>th</sup> (CBSE) Maharishi Vidya Mandir, Fatehpur with 66.2% marks	2012
	10 <sup>th</sup> (CBSE) Maharishi Vidya Mandir, Fatehpur With 78% marks	2010

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### **Professional Strength:-**

- Motivated, self starter with excellent time management skills and strong data driven, process orientated approach to area of focus.
- Interacting with clients to suggest the most viable product range and cultivating relations with them for securing repeat business.
- Coordinate with Engineering, Operation and Sales to develop best proposal content and help to close deal with Customer..

### **Technical Strength:-**

- A result oriented professional with extensive experience in **Lithium ion Batteries** & its Testing & assembling equipment's for different chemistries and implementation of assembling Li-ion battery packs.
- In-depth understanding of **Lead Acid** and **SMF batteries**.
- **Project management** and project controls in an engineering and construction Environment.

- Proposal preparation/Tender and customer interaction for and convert into purchase order.
- Prepare the **Proposal** as per the customer requirement with continuous follow up to close the deal.
- Good in **Liaisoning** with govt. agencies like DISCOMS, and various State Level Govt.Offices.

### **Work Experience:-**

#### **GAUTAM SOLAR PVT. LTD.**

Worked as a **Techno-commercial Engineer** .(February 2017 – April 2018)

#### **RESPONSIBILITIES:-**

- Worked to develop SMF GEL Battery with Consultant to develop new product for the company.
- Also worked as Techno-commercial engineer for assembling **LITHIUM ION BATTERY** packs and Li-ion cell manufacturing.
- Prepare proposals, quotes, contracts, or presentations for potential solar customers.
- Provide technical information about solar power, solar systems, equipment, and services to potential customers or dealers.
- Provide pre-sales technical assistance and product education.
- Support marketing activities by attending trade shows, conferences and other marketing events
- Work on after-sales support services and provide technical back up as required.
- Worked as a **Project Coordinator** for Solar Pump Scheme by DGVCL (**Dakshin Gujarat Vij Company Limited**) and coordinated whole team of 10 members.
- Liaisoning with govt. agencies like DISCOMS, and various State Level Govt. Offices.

#### **OKAYA POWER LTD.**

Worked as **Technical Sales Engineer** (April 2018 – July 2018)

#### **RESPONSIBILITIES:-**

- Responsible for overall technical requirements for Li-ion battery division.
- Closely worked with the country head and actively involved in all the technical aspects of Li-ion batteries like BIS, cell testing and setting up assembly plant of Li-ion batteries.
- Responsible for preparing Technical proposal for the customers and handling the technical pre-sales activities for **Li-ion** as well as **Solar batteries**.

- Actively attending major conferences/exhibitions, meeting the potential customer's
- Responsible for sales and marketing activities of the company and visiting key customer's
- Also participated in various pre-bid meetings of Nodal agencies Like UPNEDA, HREDA, JREDA etc.
- Achieved the monthly sales target in Li-ion as well as Solar batteries.

### **SEMCO INFRATECH PVT. LTD.**

Worked as **Technical Engineer & Sales (Li-ion batteries testing & assembling equipment's segment Shenzhen HYNN) ( July 2018 – Present)**

#### **RESPONSIBILITIES:-**

- Responsible for Preparing Li-ion battery pack assembly plant process flow chart and project report for different customer's
- Meeting with the potential customers directly for enquiry evaluation related to Li-ion batteries assembly plant & Testing equipment's
- Prepare proposal ,quotes, Technical datasheet's, contracts, Invoice and presentations for potential Li-ion battery customer's
- Provide after sales and pre-sales technical support for Li-ion testing equipment's.
- Attended various marketing activities, Conferences/ Exhibitions all over India related to EV and Li-ion batteries segment like **IESA, ACMA, E-mobility India etc.**
- Familiar with all the Testing standards used for testing of Li-ion batteries.
- Also Participated in different govt. tender's and have good knowledge of Tendering also.
- Maintaining Pan India Level sales and visiting Key customer's and also in touch with govt. bodies like CSIR NPL.
- Also involved in the market research for Li-ion cell manufacturing equipment's and testing.

#### **Strength:-**

- Will take Success and Failure in a balance manner.
- Commitment to the work & self-motivated.
- Ability to learn quickly & adapt to the changes.

**Hobbies:-**

- Singing
- Travelling to new and different places

**PERSONAL DETAILS:**

Gender : Male

Date of Birth : 10 Dec 1995

Permanent Address : 911 Near DM Residence VIP Colony Civil Line, Fatehpur, Uttarpradesh

I hereby declare that the above-mentioned information is correct up to my knowledge and I bear the correctness of the above mentioned particulars.

**Place:**

**Date:** (Shrey Tiwari)