

# AJAY KUMAR

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## CAREER OBJECTIVE

Dedicated and smart working professional seeking to apply my abilities to the position of Manager - Business Development.

## PROFILE SUMMARY

Techno-Commercial professional with 4 years of cross functional experience in the areas of **Business Development, Tendering & Proposals, Techno-Commercial Evaluation and PV System Design**. Efficient, versatile and creative with proven analytical & excellent communication skills.

## CORE COMPETENCIES

- Strong business acumen and marketing skills.
- Excellent grasp of proposals and tendering.
- Extensive breadth of experience in technical-commercial evaluation.
- Solid background in electrical & electronics engineering.
- Excellent knowledge on electrical systems and PV system design.
- High proficiency in software tools like PVSYST, Electrical CAD and MS-Office Suite.
- Superior ability in execution and commissioning of solar PV power plants.
- Outstanding communication and presentation skills



## ORGANISATIONAL EXPERIENCE

MAHINDRA SUSTEN PRIVATE LIMITED- MUMBAI, INDIA

JULY 2013- PRESENT

The 'Cleantech' arm of the USD 16.7 billion Mahindra group, offering solar solutions spanning On-grid solutions, EPC (Engineering, Procurement and Construction), Off-grid product solutions, Engineering Services, Energy Management Services and Industrial Build Solutions.



## BUSINESS DEVELOPMENT MANAGER PRESENT)

(JUNE 2014-

### Responsibilities

- Identify, research and target new business prospects.
- Generate new business leads and maintain existing relationships.
- Develop and lead channel partners/associates for business development.
- Effectively developing Business – Business relationship.
- Organizing and presenting seminars and events for Business promotion.
- Network and Liaison with key-stake holders like Government nodal agencies and other multi-lateral agencies for policy advocacy.
- Assessing customer needs and developing value added proposition proposal and pricing.
- Prepare techno-commercial summary and evaluate tender documents like RFI/RFP/RFQ (Request for Information/Proposals/Quotation).



- Coordinate with the clients for technical-commercial discussion from concept to commissioning.
- Coordinate with vendors, contractors and EPC partners for cost optimization and ensure timely achievement of targets.
- Review specifications and recommend engineering or manufacturing changes to achieve solar design objectives
- Coordinate design of photovoltaic (PV) or solar systems, including system components, in commercial and industrial applications for power generation.
- Representing the company in professional events and conferences.

### Achievements

- Developed new marketing strategies to capture market channels with new clients.
- Successfully handled rooftop project sales worth INR.0.3 billion- 5MW in South India.
- Handled utility scale projects sales worth INR.1.54 billion- 27MW in South India.
- Generated business leads worth INR.4 billion- close to 82MW in Rooftop Solar segment.
- Generated business leads worth INR.3.61 billion- close to 70MW in Utility Solar segment.
- Successfully prepared and coordinated Contracts, Tendering & Estimation.
- Contributed to design and cost optimizing which led to competitive pricing.
- Negotiated with customers and clients on behalf of firm.



## ENGINEER- ELECTRICAL

(JULY 2013- MAY 2014)

### Responsibilities

- Provide technical direction or support to installation teams during installation, start-up, testing, system commissioning, maintenance and performance monitoring.
- Develop standard operation procedures and quality or safety standards for solar plant installation work.
- Perform computer simulation of solar photovoltaic (PV) generation system performance or energy production to optimize efficiency.
- Create electrical single-line diagrams, panel schedules, or connection diagrams for solar electric systems using computer-aided design (CAD) software.
- On-site supervision of the installation and commissioning of grid connected Photovoltaic power plants for solar power generation.
- Create plans and schedules for solar energy system development, monitoring, and evaluation activities.
- Conduct engineering site audits to collect structural, electrical, and related site information for use in the design of solar power systems.
- Create checklists for review or inspection of completed utility-scale solar projects.



### Achievements

- Achieved timely execution and commissioning of the utility scale PV projects whilst maintaining the high quality and safety standards.
- Successfully coordinated System Design for solar Photo Voltaic projects.
- Performed Time-Methods Engineering for project execution which led to effective operations.



- Documented SOP's & Operational Process charts for electrical activities in Photo Voltaic power plants which serves as reference manuals for execution teams.
- Documented operation methods, man-hours and resources which helped planning team in project scheduling and budgeting.
- Introduced easy methodologies in project execution which saved considerable man-hours.
- Achieved quality execution within speculated timelines which prevented rework and resulted in considerable saving of cost & time.



## AWARDS AND RECOGNITION

- Awarded for excellence in effective coordination with cross function teams.
- Recognized for excellence in overall annual performance for FY2014.
- Rated “Superior” in the overall annual performance appraisal for FY2015 and FY2016.

## ACADEMICS

MASTER OF BUSINESS ADMINISTRATION- MARKETING, APR 2016

(Correspondence Course)

*Madras University- Chennai, India*



BACHELOR OF ELECTRICAL AND ELECTRONICS ENGINEERING, APR 2013

*Anna University- Chennai, India*

HIGH SCHOOL, MAR 2009

*Everwin Matriculation Higher Secondary School- Chennai, India*

### Academic Achievements:

- Successfully completed final year project on “Embedded System Integrated into a Wireless Sensor Network for online dynamic Torque and Efficiency monitoring in DC Motors.”
- Presented paper on ‘Fuzzy Control of a Synchronous Reluctance Motor’ at the National Conference “SCTEE 12” held by Saveetha college.
- Presented paper on ‘Improvisation in MHD Power Production’ at the National Conference “RTEEE 2012” held by SVCET.
- Undergone in-plant training at INTEGRAL COACH FACTORY (ICF), CHENNAI.



## EXTRAMURAL SKILLS

### Technical Forte:

- MNRE Certified Solar Installer
- PVSYST simulation Software.
- Electrical CADD.
- Embedded systems - Hardware and Software.
- MS office Suite.

### Personal Competencies:

- Strong convincing & negotiating skills.
- Good interpersonal and communication skills.
- Self-confidence, total commitment, patience and positive attitude towards situations in life.



- Ability to learn new technologies in short span and implement independently.
- Ability to consult sell to high level decision makers and committees in large companies.
- Ability to articulate value preposition and perform opportunity assessment effectively.

#### Co-Curricular Activities:

- Coordinator in the National level symposium “ELECTRIFY 2012” organized by Sri Venkateswara College of Engineering and Technology.
- Attended PERSONALITY DEVELOPMENT Program Conducted by SMART training center.
- Attended SOFT SKILLS development program organized by Instivate Learning Solutions Pvt. Ltd.



#### SOCIAL ENGAGEMENT

- Active member of Chennai Volunteers - a social initiative that aims to foster civic engagement and ensure that non-profits can engage with volunteers in a sustainable and meaningful way.
- Active member of Bhumi (Chennai Chapter) - An organization to help build a more influential, equal and socially conscious society.
- Volunteered in Blood Donation Camps & Chennai Flood Relief program.

#### Declaration

I hereby declare that the particulars furnished above are complete and correct to the best of my knowledge and belief.

Date: 24/05/2017

Place: India

Ajay Kumar. V