

## **RESUME**

**Chandresh Jain**

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MBA , B.E. ( Elec.)


Certified Chartered Engineer


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### **Career Précis**


*8+ years of Cross Functional & Global Experience*


 A **dynamic Techno-commercial** professional with comprehensive knowledge and insight along with 8years of experience equipped with Academic Degrees in field of Management & Engineering.

 Working Experience to adapt in Start Up & MNC culture easily .

 A proactive planner with abilities in devising effective strategies for augmenting business, identifying, penetrating new market segments and promoting products for business excellence.

 **Industries Served** : Renewable energy , Healthcare Products , Paint

 **Domain** : Global Marketing & Sales , Channel Management , KAM , B.D., Client Servicing ,Tendering , Social Media Marketing , Brand Promotion .

 **Passionate Blogger** (Love to blog on Travel , Renewable Energy , Food and book Reviews @ [www.jainchandresh.wordpress.com](http://www.jainchandresh.wordpress.com)).

### **PROFESSIONAL QUALIFICATION**

- **Master in Business Administration – Finance & Marketing**  
Batch (2007- 09) - FORE School of Management, New Delhi
- **Bachelor of Engineering (Hons.), - Electrical**  
Batch (2002-06) - Rajasthan University.

### **WORK EXPERIENCE**

**Employer:** Siemens Gamesa Renewable Energy

**Duration:** Dec , 2016 to Present

**Designation:** Sales & B.D. Professional

- Proactively monitor, study and evaluate the changes in the government policies, regulatory frameworks and guidelines of regulatory commissions pertains to power and renewable energy sector and analyze its impact on solar energy business.
- Experience in large scale solar power projects in terms of financial modeling, contractual agreements, liasoning with Central and State Government bodies for package sale for 3rd party / Captive Projects

- Preparation of Investment Proposal for potential customers in line with local Solar Policies readiness of the project, various statutory approvals, project development, due diligence of land for the projects.
- Manage activities pertaining to negotiating/ finalization of deals (techno commercial) for smooth execution of sales & order processing. Provide service support to clients and resolving their issues/ concerns.
- Generating Business from India's Top IPP Players .
- Responsible for credit control & timely remittances from the market.
- Supporting Corporate communication team for planning of PR activities across Electronic , Print and SOCIAL Media .

***Professional achievements:***

- *Handled and Awarded India's First Wind - Solar Hybrid Power Plant of 37 MWp with India's Leading IPP player .*
- *Arranged for Exclusive Pre-Bid Tie-up with International IPP players for Solar Park Bidding .*

**Employer:**                      **Refex Energy Limited, Delhi**

**Duration:**                      Jan, 2013 to Dec, 2016

**Designation:**                      Senior Manager – S&M

- End to End handling for RFQ /RFI /EOI under Online/offline mode including preparation and submission for Centre/State/PSU Tenders for Solar Projects under BOOT/EPC mode.
- Gathering Market Intelligence to Prepare Winning bid in Tender Response.
- Activities Involved in Pre-Bid Meetings , Price Negotiation , Pre-Post Tender Activities starting from Land Identification to PPA signing till COD .
- Project diligence and valuation including study of local regulations .
- Appointment of Channel Partners and Field Sales officers to handle local Inquires related to Rooftop Market .
- Marketing communication strategy and implementation to position Refex as premium Solar EPC player

***Professional achievements:***

- Handling Complete Bidding Process and won 10 + 15 MW SPP Tender from BHEL .
- Handled and Awarded 25 MW and secured L1 position as Developer in A.P.
- Consulted Various Indian /MNC Developers in Preparing Winning Bids .
- Got MNRE Channel Partner Accreditation for the existing company with SP 2B Rating .
- Negotiated and Awarded Turnkey Rooftop Project of 500 KWp from MRF under EPC model .

**Employer:**                      **Ajit Solar Pvt. Limited, Jaipur**

**Duration:** April, 2011 to Jan , 2013  
**Designation:** Deputy Manager - Business Expansion  
**Products:** Solar Modules

**Job Responsibilities:**

- Business planning & re-structuring as per the requirements of European market .
- Creating Dealer , Distribution Network across India for Solar Modules .
- Registration of Product with various Govt. and Private and International Donor AgencyAgencies.
- Interfacing with Banks, Clients and Vendors to ensure timely implementation of Projects.
- Interface with clients for suggesting the most viable product range and cultivating relations with them for securing repeat business.
- Responsible for credit control & timely remittances from the market.
- Handling Solar Modules Sales & Expanding Presence in Rooftop Market .

**Employer:** Poly Medicure Limited , Delhi  
**Duration:** May, 2009 to ,March 2011  
**Designation:** Assistant Manager – International Business.

***Professional achievements:***

- New business worth US\$ 0.3 Million generated from the virgin territories in FY 2009-2010
- Strategize market through exclusive arrangements defining distribution of brand, products and territories.
- Started concept of contract manufacturing for capacity utilization with exclusive and co-labeling Agreements.
- Represented Polymed at Florida International Medical Expo -2010 held at Miami, U.S.A.

**ASSIGNMENT UNDERTAKEN**

- Company Name : Asian Paints Limited  
Assignment Duration: 2 months ( 2008)  
Location: Mumbai & Suburban Region.  
Theme : Design of Promotion strategy for Premium Paint Product in Maharastra Region

Paid assignment for designing promotion strategy for LUSTRE & PSE paints in Mumbai Region which stands a Key Market for Company and have been lagging behind to competitor products and company was unsuccessfully trying to catch up.

- Company Name : Jodhpur Vidyut Vithran Nigam Limited  
Assignment Duration: 2 months ( 2005 )

Location: **Jodhpur Zone .**

Theme : Study of Designing, Planning, Installation of a 132 K.V Sub-station and understanding its Working and Interconnection with 220 KV G.S.S.

- Company Name : **Havells India Pvt Limited**

Assignment Duration: **2 months ( 2004)**

Location: **Faridabad Manufacturing Plant .**

Theme : Study of manufacturing & design process of Switching & Protection devices.

### **Extra – Curricular Activities**

- Certified “Internal Auditor for ISO 9001 & QMS system “ by STQC , India.
- Completed training on **Auto-cad 2007** from Autodesk centre.
- 7- Day certificate course on Export –Import documentation by S.S.I. (Central Govt.Unit )
- Scored “99.10 %tile “ in **XAT- 2007** with achieving “99.97 %tile “ in logical & data interpretation section

### **Personal Dossier**

- Full Name : Chandresh Jain
- Father Name : Sh. Narendra Jain
- Present Address : 117 , Sant Nagar , East of Kailesh , Delhi -110027
- Permanent Address : 17 E/31 CHB , Jodhpur
- Marital Status : Married
- Languages Known : English , Hindi