

SIDDHANT SINGH

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EDUCATIONAL QUALIFICATIONS

Year	Qualification	Board / university	Percentage
August 2018	Executive MBA - International Business	IIFT, New Delhi.	Pursuing
June 2014	B.Tech - Electrical Engineering	Bharati Vidyapeeth Deemed University, College of Engineering, Pune	60.1%
2010	Indian School Certificate	St. Francis College, Lucknow	63.7%
2008	Indian Certificate of Secondary Education	St. Francis College, Lucknow	73.2%

WORK EXPERIENCE

4.5 YEARS

Jul 2014 - May 2017

Schneider Electric, Gurgaon (SE)

Engineer – Project management

Overview	<ul style="list-style-type: none">Project management from planning to commissioning and handover of projectsVendor management and negotiations undertaken to improve execution margin.
Project Ownership	<ul style="list-style-type: none">Sole lead on numerous projects, with focus on DSO and EM%.30 MINR in Delhi NCR, Himachal Pradesh, Chandigarh ranging from commercial offices, Datacentres & FMCG factories.Tech SPoC for 30+ projects, optimized product selection, value engineering INR 150M+ rev. projected.Subject Matter Expert for Building, Energy management Software, Electronic Security and Fire Alarm System.
Initiatives & Impact	<ul style="list-style-type: none">Improved average EM% using Six Sigma and efficient project risk assessment to counter any future impediments that could result in cost overruns and timeline failure.80+ MINR in Delhi NCR, Himachal Pradesh, Chandigarh ranging from commercial offices, Datacentres & FMCG plants.

Jun 2017 - May 2019

Schneider Electric, Gurgaon (SE)

Senior Business Development Executive

Overview	<ul style="list-style-type: none">Business development and relation strengthening with major clients.Classifying and prioritizing opportunities for senior management to qualify leads for return on time invested.Conversion of opportunities with closure on technical, legal clauses and payment terms.
Sales Ownership	<ul style="list-style-type: none">Closed new business and developed negotiating strategies by coordinating prospects goals and requirements with company objectives and procedures.Responsible and accountable for the coordinated management of multiple related projects directed toward strategic business and other organizational objectives.Build credibility, establish rapport, and maintain communication with corporate and governmental clients at multiple levels.
Initiatives & Impact	<ul style="list-style-type: none">Generated new business and long-term account opportunities through prospecting and cold-calling, resulting in over INR 7.5 Million in closed new and recurring business.Close relationship with major clients and PMCs to enable timely action and funnel creation for effective approach towards coordinating sales.Spec-in to increase SE involvement and enabling client document their requirements.