

**ABHISHEK KUMAR**  
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## **CAREER OBJECTIVE**

Seeking a techno-commercial Marketing/Business development challenging role that offers the opportunity to explore the new avenues in a growth-oriented organization by utilizing my domain knowledge and experience.

## **SUMMARY**

Result Oriented Techno Commercial Professional with 4.5 Years of experience in the areas of:

- Marketing presentation
- Identification of new revenue streams
- Identify & develop innovative business ideas
- Sensitivity analysis
- Presently associated with Staten India Pvt. Ltd. as Manager (Business Development)-SPV Power Projects
- Hands on experience in exploring & developing new markets, identifying customers for accelerating growth and achieving desired sales goals.
- Well versed with the stage of business development, lead qualification to requests for proposals (RFPs), technical need analysis and closing.
- Expertise in developing plans for achieving business from the clients for Solar Power systems.
- Skilled in managing teams to work in sync with the corporate set parameters & motivating them for achieving the individual and business goals.
- Knowledge of basic protocol stack and Wireless Communication systems (LTE)
- Knowledge of fundamentals of embedded systems.
- Good in debugging and problem-solving skills.
- Hardworking and learning attitude.

## **WORK EXPERIENCE**

ORGANIZATION	Staten India Pvt. Ltd.
DESIGNATION	Manager – Business Development

<b>ROLES &amp; RESPONSIBILITIES</b>	<ul style="list-style-type: none"> <li>• Sales &amp; Marketing</li> <li>• Business Development</li> <li>• Relationship Management</li> <li>• Responsible for bids for Solar Rooftops.</li> <li>• Analysing marketing trends.</li> <li>• Scrutinizing information about various opportunities in commercial Solar PV Rooftops.</li> <li>• Policy Advocacy and preparation of suggestions for Solar Developers standpoint and for the success of the policy regime under draft stages.</li> <li>• Coordinating across functions (Design &amp; Engineering, Procurement, Finance etc.) of company to ensure smooth project implementation.</li> <li>• Involved in lead generation, lead to potential conversion, negotiation of many key projects.</li> </ul> <p><b>KEY ACHIEVEMENTS:</b></p> <ul style="list-style-type: none"> <li>• Successfully closed 1 MW Solar Power Plant installation at Kapila Cattle Feeds Pvt Ltd</li> <li>• Successfully closed 660 kW Rooftop Solar Power Plant at Nanded, Maharashtra.</li> <li>• Successfully closed and completed 1 MW Solar Power Plant at Asahi India Limited, Bawal.</li> </ul>
<b>DURATION</b>	December 2018 to till date

<b>ORGANIZATION</b>	SunSource Energy Pvt. Ltd.
<b>DESIGNATION</b>	Assistant Manager – Business Development
<b>ROLES &amp; RESPONSIBILITIES</b>	<p><b>KEY RESULT AREAS:</b></p> <ul style="list-style-type: none"> <li>• Sales &amp; Marketing</li> <li>• Business Development</li> <li>• Relationship Management</li> <li>• Techno-commercial operation (for solar products)</li> <li>• To draw up a list of long-term perspective clients ideally suited for the solar powered system offering</li> <li>• Arrange and execute client's calls and meetings to convert them into sales.</li> <li>• Identify the customer requirement and provide product, project, EPC or knowledge-based solutions.</li> <li>• Drive the complete sales cycle for identified projects (Solar KW &amp; Products) including enquiry generation, offer submission, techno-commercial discussion, financial negotiation, contract signing etc</li> <li>• Regular follow up with existing clients and cultivating</li> </ul>

	<p>relations with them to generate new order.</p> <ul style="list-style-type: none"> <li>• Liasoning and building healthy relations with business clients for achieving business goals.</li> <li>• Tie up with manufacturing companies and procure materials for Solar Power Systems.</li> <li>• Study the Tender documents and completing pre-tender and submitting pre- qualifications.</li> <li>• Leading, mentoring &amp; monitoring the performance of the team to ensure efficiency in sales operations, meeting the individual and group targets.</li> <li>• Creating an environment that sustains and encourages high performance, motivating the team's optimizing their contribution levels.</li> <li>• To study marketing activities and give prompt feedback.</li> <li>• To keep record of working activities and weekly report to the Company Director.</li> <li>• Driving Business Development of Rooftop EPC Business for 'Commercial and Industrial' segment in Pan India</li> <li>• Prepare Project dossier with risk identification and mitigation report for management decision</li> <li>• Participating in Government tenders. Developing market intelligence regarding competition, expected policy changes, trends, etc and presenting the same to management for refining of strategy. Participated in tenders for NTPC, state governments, state utilities, CIL, SECI, Airport Authority of India, etc.</li> <li>• Some of the reputed clients handled – DCM Shriram, Coca Cola, Standard Chartered Bank, Nitin Spinners, Unicef, Max Bupa, Military Engineering Services, Etc.</li> </ul> <p><b>KEY ACHIEVEMENTS:</b></p> <ul style="list-style-type: none"> <li>• Successfully closed 3.3 MW Solar rooftop power plant installation at Nitin Spinners, Bhilwara, Rajasthan</li> <li>• Successfully closed 1.3 MW Solar power plant installation at Coca Cola in Mathura, Bareilly and Faizabad.</li> <li>• Successfully closed 1 MW Solar power plant installation at DCM Shriram, Kota, India with Trackers.</li> <li>• Successfully closed 3 MW ground mount tracker-based installation at Chandigarh Airport.</li> <li>• Successfully closed 10 MW Solar Power Plant installation at Kanchan India Limited, Bhilwara, India.</li> <li>• Successfully Closed another 7 MW rooftop power plant installation at Nitin Spinners, Rajasthan. Etc</li> <li>• Liasoning with SECI, RREC, UPNEDA, Etc for CEIG approvals and net- metering.</li> <li>• Prepared DPR for 650 MW World Bank Solar Project.</li> </ul>
DURATION	March 2015 to December 2018

## EDUCATIONAL QUALIFICATION

Pursued Bachelor of Engineering And Technology in Electronics and Communication, Punjab Technical University, 2014, India.

Degree	Board/University	School/College	Passing Year	% of Marks
B.Tech (Electronics & Communication)	PTU	BHSBIET (SANGRUR)	2014	69.28
Class 12 <sup>th</sup>	BSES	L.P.S (MUZ)	2010	67.80
Class 10 <sup>th</sup>	CBSE	M.P.S (NOIDA)	2008	78

## TECHNICAL TRAINING

- Six-week workshop training at BHSBIET, Lehragaga.
- Six- week summer training in ‘DOORDARSHAN (PRASAR BHARTI) (Broadcasting corporation of India) from MUZAFFARPUR KENDRA(BIHAR) (Sound Engg. T.V Studio, Radars, Satellite Communication, Transmitter & etc.
- Six- month training at ONGC, Jeevan Bharti Building, New Delhi.

## MAJOR PROJECTS

- Wireless Car Documentation System.

## SKILLS

- Sales & Marketing
- Business Development
- Techno- Commercial Operation

## POSITIONS AND RESPONSIBILITIES

- Represented company in various Renewable Energy summits & exhibition.
- Represented Company in various Seminars and Forums.
- NITAT Exam representative in my college by NIIT, Sunam.

## PERSONAL DETAILS

Name :- Abhishek Kumar  
Father's :- Mr. M.K Mishra  
D.O.B :- 07/12/1992  
Nationality :- Indian  
Sex :- Male  
Marital-Status :- Single  
Interest :- Listening-music, Playing badminton & Cricket.  
Personal Traits :- Industrious, Self Motivated and Mature  
Address :- Pocket – H, House No – 60, Sarita Vihar, New Delhi  
Contact No. :- 09316171234

## DECLARATION

I hereby declare that the information furnished above is true to best of my knowledge and belief.

Date: -19/06/2019

Place: -Noida

Yours Faithfully

Abhishek Kumar