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**PROJECT MANAGEMENT / BUSINESS DEVELOPMENT & PROJECT SALES / CHANNEL & TEAM MANAGEMENT**

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Career Statement: **A qualified Engineering Graduate** with more than 6 years of experience in business development, Project sales and project management. Resourceful, focused and equipped with strong problem solving skills, multitasking, excellent communication, interpersonal and negotiation skills and excellent client servicing. Ability to successfully execute and setup projects in new markets, able to manage multiple projects simultaneously and capable of leading teams, conceptualizing and executing business strategy & expansion and establishing healthy business relationships across industry.

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**Professional experience: 6 + Years in Business Development, Project sales, Pre-Sales Activities & Vendor management, Project operations**

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**1. Business Development**

- Working with Government department, PSU, Consultant, EPC/MEP Contractor, Industry, Institutions regarding
  - CCTV Surveillance Systems
  - Safe City/ City Surveillance
  - Intelligent Traffic Management Systems
  - ANPR, RLVD, Speed Detection
  - Fire Alarm Systems
  - Solar Power Plant 5 MW Roof Top multiple locations and
  - LED Lights
- Handling North India Region: Delhi & NCR, Haryana, Chandigarh, Himachal, J&K, UP, Bihar
- Working Closely with Government department, Consultants, Architect, Private institutions for getting product specified of Projects.
- Working Closely with OEM & EPC/Contractors for technically and commercially to close the order.
- Identify New VAP's in given territory to generate business.
- Formulating & implementing strategies / policies and reaching out to the unexplored market segments/customer groups for business expansion. Making pre sales presentation to the clients
- Liaising and building healthy relations with business partners for achieving business goals. Analysing the competition and adopting timely strategies
- Participating in exhibitions for sales promotion, Identifying prospective clients, generating business from the existing clientele, thereby achieving business targets
- Conceptualizing & implementing plans & policies for the organization to ensure accomplishment of business goals.
- Proposal submission, negotiating & selecting vendor/OEMs
- Developing & implementing marketing plans designed to assure achievement of agreed to volume with quality.
- Handling major accounts & looking for bulk sales opportunity which helps in increasing the turnover.
- Gathering market intelligence continuously on the performance, competitor activities & new emerging opportunities
- Developing relationships with key decision-makers in target organization for business development

## **2. Pre-Sales Activities & Vendor management**

- Participation in prospective events and marketing activities
- Independently handling **Tender**: Tender Searching, documents, Tender Preparations, Online Tender submission
- Attending pre bid meetings to obtain requisite clarifications from the client
- Understanding the requirements as mentioned in the RFP (request for proposal) document and reviewing the feasible solution. Responding efficiently to RFI/RFP/RFQ/Tenders
- Reviewing the deviations given by vendors for various components required to prepare a bid and taking a suitable decision on the same
- Making appointments for demonstrating the products and performing successful demonstrations of proposed solution
- Preparing project proof of concept (PoC) and designing the commercial solution and proposal for the partners
- Establishing strategic alliances / tie-ups with strong and established reliable partners

## **3. Sales and Marketing**

- Identifying streams for generating revenues & developing marketing plans to build consumer preference.
- Driving sales initiatives & achieving desired targets and exploring marketing avenues to build consumer preference & drive volumes. Overseeing the sales & marketing operations and business planning for assessment of revenue potential in business opportunities
- Focus on achieving predefined sales target and growth. Forecasting & planning sales targets and executing them in a given time frame. Identifying market opportunities, developing business cases and offering successful products/services
- Interacting with potential clients for new business development and achievement of targets
- Gathering market intelligence continuously on the competitor activities, product performance and the new emerging opportunities & happenings

## **4. Project Operations Management**

- Developing a detailed project schedule for each project, executing pre-project and post-project implementation, monitoring project progress, facilitating project meetings, reviewing project deliverables, identifying and mitigating project risks, efficient timeline management and customer satisfaction.
- Monitoring the day-to-day work & process flows & setting benchmarks for the team on quality, productivity and other measurable project deliverables and multi-tasking and smooth operation of multiple projects simultaneously.
- Managing the budget sanctioned for project execution and closely monitoring the project for progress in terms of milestones achieved.

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## Client and Partner Portfolio:

**Business Development & Key Account Management:** PWD Haryana, PWD Delhi, CPWD, PWD Chandigarh, PSU, J&K Police, NDMC, SDMC, NHAI, Supreme Court, Indian Railway, Sterling & Wilson, Lanco Power, Maruti India, HAFED, HSAMB, Air Force, HARTRON, MC Haryana, Coca Cola etc.

**Channel Partner:** CCTV: Pelco by Schneider Electric, Honeywell, Axis, Panasonic, Bosch, Dahua.

Fire alarm Systems: - Siemens, Notifier, Morley

LED Lights: GE, Wipro and few others reputed brand

Solar Power Plant: All Reputed as per requirements of projects

Solar Water heater: Honeywell, Bosch, Arina

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## Technical Proficiency:

- CCTV Surveillance Networking & Integrated Traffic Management Systems, Red light Violations (RLVD), Speed Detections, ANPR and FRS
- Fire Detection systems: Addressable & Conventional Systems
- LED Lights: Familiar with Dialux designing
- Solar Power plant: On Grid & Off Grid Systems – executed up to 100 KWp several projects
- Solar Water Heating: Honeywell, Bosch- ETC & FPC Type

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## Career Path:

**December 2015 onwards: Supreme Audiotek Pvt. Ltd (Supreme Security)**

**Designation** — Deputy Business Development Manager

**Company Profile:** Supreme Security is an integrated security company that specializes in security solutions for Corporate and Government. The company is working on good projects and has an annual group turnover of over INR 150 crore.

**Job Profile:** Creating business opportunities in existing and Liaising/making new accounts, Preparing solution for requirement, Demo for Original equipment manufacturer (OEM), Complete Business development cum sales of security products/Solar/LED Lights, sales projection, arranging partners meet, Tender Preparation, placing order to the OEM /distributors, project management teams for the execution of project etc.

## **Major Projects Undertaken:**

### **1. CCTV Surveillance:**

- Amabla Court, Hisar Court, Panchkula Court, Palwal Court, Chandigarh Court
- City Surveillance Rohtak
- City Surveillance Kalanaur and few are in process
- IIT Delhi: LHC Delhi, Department of Hospital, Nil Giri & Aravali Hostel through CPWD
- Northern Railway New Delhi Railway Station Washing Line
- Jammu & Katra Safe City Surveillance under process
- Few more business prospects in J&K

### **2. Fire Alarm Systems**

- Civil Complex Barara
- ITI Jind & Julana, Panchkula Rest House
- Panipat Civil Hospital
- Faridabad Court
- Few More business prospects in Haryana, Delhi & NCR

### **3. Multiple Projects of LED Lightings (Indoor & outdoor), 5 MW Multiple locations solar power plants and Solar water Heating**

## **August 2014 – Sept 2015: Tachyon LED Solutions Pvt. Ltd.**

**Designation** — Sr. Business Development Executive

Company Profile: - Tachyon LED Solutions in the field of LED Lights, LED Video wall, VMS

Job Profile: Identifying Key Prospects and sales opportunities through meetings, understanding requirements, BOQ/Quotation Preparation, sample arrangement, initial strategy and competitor landscape, preparing project reports

## **May2011– July 2014: I Sustain Energy Pvt. Ltd. (ISEPL):**

**Designation** — Engineer

Company Profile: In the field of Solar, Lighting Solutions and LED Display Systems

Job Profile: Generating Leads through cold calls, email, exhibitions, making appointments for demonstrating the products while ensures compliance with all other regulatory agencies, policies, procedures and initiatives, Product Developments.

**November 2006 – June 2007: Indo Asian Energy Management Pvt. Ltd (Now as Legrand India)**

Designation — Diploma Engineer Trainee

Company profile: Manufacturer of Switchgear and Lighting systems

Job Profile: Performing all the laboratory test of CFL light related to the Electrical and Electronics Parameters B.I.S/I.S.O. (Power factor, lumens, voltage, current, resistance to heat), Prepare Quality documents to every inspection stage and organizing the daily work schedule of quality technicians to ensure agreed metrics to be achieved, Liaison with quality manager in relation to all aspects of internal and external audits, Maintain calibration record of the equipment's, Maintain IQC of the raw materials, Responsible for daily and monthly Production report

**Education and Professional Development Training**

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- **Bachelor of Engineering** with specialisation in **Electronics and Communications (2007- 2011)**: Hindustan College of Engineering, Anna University, Chennai
- 1 Year PGD in Embedded System: Accel Frontline, Chennai
- Diploma In Electrical Engineering (2005): CTEVT, Nepalgunj
- MSME Training for Solar ON Grid & Off Grid
- OEM Product Training time to time for CCTV, Fire Alarm Systems, Solar, LED Lights

**Personal Details**

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Father's name	: Chandra Dip Singh
Date of birth	: 02.Feb.1987
Address	: H-147/9, Puran Apartment, Kishangarh, Vasantkunj, New Delhi 110070
Mobile	: +91-9654060106
E-mail	: amitnikumbh30@gmail.com
Marital status	: Married
Validity Indian Passport	: Yes
Language	: Hindi/English/Nepali
References	: References can be provided as and when requested

**Declarations**

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

Place: New Delhi

Date:

Amit Kumar Singh