



Kinshuk Chouksey

Growth-oriented professional targeting challenging assignments in **Business Development/Consultant** with organization of high repute

Industry Preference: Renewable Energy

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Key Skills

Business Development

Project Management & Execution

Tenders & Bid Management

Market Intelligence & Research

B2B Sales Strategy

Commercial Operations

Policies & Regulation



Profile Summary

- ▶ A competent professional with 7 years of rich experience in Business Development and Project - Management & Execution
- ▶ Presently associated with AIAL Group Ltd (formerly known as Reliance Security Ltd) Company, Nairobi - Kenya as Country Manager
- ▶ A keen strategist with expertise in administering business development operations with key focus on top line & bottom line profitability by ensuring optimal utilization of resources
- ▶ Skilled in converting organizational goals into execution plan, setting deliverable targets for self and team by promoting innovations, supporting changes and taking calculated risks to achieve targets
- ▶ Track record of achieving excellence in operations associated with business development and project executions
- ▶ Rewarded for being the Top Performer from 2015 to 2016 in AIAL Group Ltd.
- ▶ Effective communicator with excellent relationship management and negotiation skills; possess a flexible & result-oriented attitude



Education

- ▶ PGPM in Energy Management (Marketing) from Great Lakes Institute of Management, Gurgaon - India in 2012
- ▶ Bachelor of Engineering (B.E.) - Mechanical from RGPV University Bhopal in 2007

Other Course:

- ▶ Class room training for Project Management Professionals (PMP) certification
- ▶ Design software like Unigraphics, CATIA, Pro-E & AutoCAD



Career Timeline

Godrej & Boyce Mfg. Co. Ltd.,
Mumbai as Senior Executive -
CAD/CAM Projects

Nov'07 – Jul'10

Jan'13 – Jun'15

Redeem Renewable Energy Pvt.
Ltd., Delhi NCR as Business
Development Manager

AIAL Group Ltd. (Formerly
known as Reliance Security Ltd.)
Nairobi - Kenya

Since Jul'15



Soft Skills



Thinker



Communicator



Intuitive



Innovator



Collaborator



Team Player



Work Experience

Jul' 15 - Till Date



AIAL Group Ltd. (formerly known as Reliance Security Ltd.), Kenya - Africa

Growth Path:

Jul'15 – Apr'17: Business Development Manager – Energy Projects

May'17 – Till Date: Country Manager – Energy Projects, Electronic Security Projects & Automation

Role:

- Developing strategy for Business Development of Solar Power projects.
- Developing relationship with various UN organisations, NGOs and Govt. organizations for projects in East Africa region
- Developing relationships with existing and potential clients
- Executing tender bid preparation, analysis of pricing strategy and evaluation & compliance with technical, commercial and contractual aspect of bids
- Financial calculation and ROI analysis for appraisal of solar power projects to customers
- Following-up with cross-functional/organizational teams for identifying, prioritizing & devising solutions as per business requirements
- Involve in activity for site survey & also feasibility for site selection with viability of projects
- Establishing project review, monitoring and status reporting procedures to accurately report progress of project to the stakeholders & end users
- Involve in developing the energy projects, interlinked with IT infrastructure
- Involve in diversification of business to Automation stream with top management

Significant Achievements

As Country Manager – Business Development/Project Execution:

- Launching lease model for solar water heating system in Nairobi - Kenya & Kigali - Rwanda
- Leading the project of Mall Management System from concept to commissioning

As Business Development Manager – Solar/Electronic Security Projects:

- Recognized for successfully achieving revenue target by 150%
- Successful in winning the solar power project of IOM (UN organization) on BOOT model
- Successfully implemented the lease model for electronic security systems in East African Market



Previous Experience

Jan'13 – Jun'15



Nov'07 – Jun'09



Internship



Workshop



Achievements



Personal Details

Redeem Renewable Energy Pvt. Ltd., Delhi NCR as Business Development Manager

Significant Highlights:

- Developed sales and marketing strategy for Business of Solar Power projects
- Developed new vendors, suppliers and negotiated with them on commercial and technical aspects
- Involved in the designing of Off-Grid/On-Grid solar power projects as per customer's requirement
- Understood of Power Consumption/Generation, Tariff, and Policy for the preparation of customized proposals for prospective clients
- Handled activities of various requirements & monitoring of overall project operation to ensure timely completion of on-going Solar Power projects

Godrej & Boyce Mfg. Co. Ltd., Mumbai as Senior Executive – CAD/CAM Dept. (Tooling Division)

Significant Achievements:

- Developed the process and standardized special projects for Press Tool Dies
- Recorded the reduction in Machining Time by 30% for Special Press Tool Projects
- Served as an Auditor of Housekeeping & Safety for department as per IMS

Post-Graduation Internship (PGPM)

Company: Energy Infratech Pvt. Ltd., Delhi NCR

Period: May'11 – Jun'11

Graduation Internship (B.E.)

Company: Narmada Gelatines Ltd., Jabalpur

Period: Jul'06 – Aug'06

- Successfully completed 16 hours workshop on MS Projects organized by GLIEMR in 2012
- Received:
 - Best Performer medal for Operations Management during MBA at Great Lakes IEMR in 2010-12
 - 1st prize for leading the team as captain for team building activities held at Great Lakes IEMR in 2011
 - 1st prize in State level AUTO CAD Competition "TEXPLOSION" held at Jabalpur in 2006
 - 1st prize in district level table tennis competition in 2000
- Founder Member, Book Management Club at Great Lakes IEMR (2010-2012)
- Representative, Placement Committee, GGITS Jabalpur (2005-2007)

Date of Birth : 28th April 1985

Passport Number: Z4065701

Present Address : S-2, Shiv Ala Apartment, General Mathenge Road, Westland, Nairobi - Kenya, Africa