

Deepak Sharma

Manager – Business Development

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PERSONAL SUMMARY

Pragmatic, with a focus on bottom line sales results with a non bureaucratic approach and streamlining sales through channel development and various potential associations

Having blended experience megawatt scale site execution and techno commercial sales of Solar Projects ranging from KW scale to MW scale.

CAREER HISTORY

VIVAAN SOLAR PRIVATE LIMITED (October 2017 – Present)

Manager – Business Development

- Presently responsible for developing and managing end to end B2C and B2B Channel dealing with residential and commercial grid tied solar utility scale product sales ranging from 1 kW to 10 kW in B2C segment and up to MW capacity in B2B segment by developing distributor, channel partner base in Madhya Pradesh, Uttar Pradesh, Punjab and Haryana region with an aim to develop grid tied residential and commercial product as established business. (Team Size handling as of now - 4)
- Manage existing key accounts / clients and maintain sound relations with them thereby looking for new business opportunities with them.
- Prepare contracts and distributor agreements for initiating business and emphasis on penetration in market and establishing the product as soon as possible. Preparation of price list for distributors.
- Develop channel partners to develop B2B business of commercial sales with expertise in closing the project. This is done by developing strategic associations with EPC vendors, or any other potential association working on commission basis.
- Preparation of Financial sheets having payback period calculations, NPV, IRR calculations and its integration with simulation data/PVsyst data.
- Develop warehouses in centre of state with aim to increase speed of implementation and development of distribution network.
- Liaisoning with Government Departments, and client for end to end completion of B2B projects.
- Payments follow ups with existing RESCO and other clients by streamlining team to get them on time.

Assistant Manager – Business Development

- Closure of 2 MW RESCO Projects within 3 months.
- Relationship building with senior management of industries, hospitals, educational institutes etc., to place concept of alternate green energy & generate Sales.
- Presentation of complete portfolio of financial models to customers and assist in coordination between various teams to best leverage the product solution to customers.

- Ensure prompt follow up with existing and present customers for orders, commercial terms, payments, approvals, problem resolution.
- Prepare sales/revenue forecast and implement strategies to achieve sales, revenue, profit, and market-share objectives of the company

Experience of Project Execution

Responsible for end to end project completion for major rooftop clients of Vivaan solar within Budget and time constraint. This involved team building, team leading , Vendor management, management of local contractors for outsourcing major works .

1. Delhi Railway stations, with capacity of 5MW grid tied solar plant (Project completion time - 3.5 months)

- Budgeting, planning , vendor management, for complete project with capacity of 2MW in New delhi railway station, 1.5 MW in Old delhi railway station , .8 MW in Anand vihar railway station, .7 MW in Hazrat Nizamuddin railway station within scheduled time frame.
- Building team for civil , electrical side of plant, with outsourcing of major areas within budget.
- Liaison with local authorities for getting approvals required and inspection thereby confirming subsidy clearance.
- Developing O&M plan and process for consistent desired generation of plant for 25 years

CAPITAL SOLAR SOLUTIONS PRIVATE LIMITED (March 2015 - September 2017)

1. Assistant Manager – Business Development (October 2016 – September 2017)

2. Business Development Executive (March 2015 – September 2016)

a. Project : – Installation of remotely monitored rooftop off grid solar powered UPS systems on 800 ATM sites and 250 branches, **Client** – State Bank of India , **Role** : **Business Development Executive**

b. Project : – Installation of remotely monitored rooftop off grid solar powered UPS systems on 190 branches, **Client** – Union Bank of India , **Role** : **Business Development Executive**

c. Project : – Installation of remotely monitored rooftop off grid solar powered UPS systems on 70 ATMs, **Client** – Punjab National Bank , **Role** : **Business Development Executive**

- Drive the complete sales cycle for identified sites and get the orders from at nodal level, including enquiry generation, offer submission, in different department of banks. Objective was to create monopoly of product on pan India level.
- Give presentations of efficiency and performance of product at top level hierarchies of banks.
- Strategically developing the payments flow of all sites. Giving presentation at corporate level of various banks.
- Suggest alternates and options to banks to reduce cost and improve value to customer and increase profitability for ATMs.
- Obtain permits and approvals for new site installation from very root level; coordinate for all required engineering for permitting of rooftop of sites.
- Develop timely, comprehensive project reports, professional project proposals with on-time delivery.

APPLIED SOLAR TECHNOLOGIES PRIVATE LIMITED

Field Engineer (July 2014 – February 2015)

- Installation of rooftop PV panels and UPS systems for Telecom Sites in Barabanki .
- Prepared blueprints, technical drawings and outlining specifications of electrical power systems and large scale solar power electronics.
- Wire and ensure electrical integrity of system and ensuring its regular maintenance.
- Troubleshoot, diagnose, and repair malfunctioning systems.
- Provide streamlined project information to the procurement and construction managers.

AREAS OF EXPERTISE

- Project Management with a large team scale.
- Service operation and management
- Data analysis (Certification in Advanced MS Excel)
- Project commissioning & Implementing plans
- Manpower planning.

PERSONAL SKILLS

- Proficient communicator.
- Time and revenue conscious.
- Client relationship development

EDUCATIONAL QUALIFICATION

- **Master in Business administration - Finance** , Pursuing (2018-2020) Narsee Monjee institute of management studies
- **Bachelor of Technology (Electrical and Electronics Engineering)**, Shri Ram Murti Smarak college of Engineering and Technology, Bareilly, Year: 2010- 2014.
- 10+2 from Central Board of Secondary Education (Physics, Chemistry, Math, Computer Science, and English), Year: 2009.
- 10 from Central Board of Secondary Education, Year 2007

PERSONAL PROFILE

Name:	Deepak Sharma
Date of Birth:	9-October-1991
Father's Name:	Mr. Navin Chandra Sharma
Sex:	Male
Marital Status:	Single

Nationality: Indian

Hobbies: Strength training, physical fitness

REFERENCES

- Mr. Madanjeet Singh – Director Projects, Capital Solar Solutions Pvt. Ltd.

Contact number - 99587 77002

- Mr. Subodh Dixit – Group Head - Transmission Projects, Tata Power Co Ltd.

Contact number - 86555 68462

- Mr. Amit Narway – DGM sales at GE T&D India Ltd.

Contact number - 81301 93710
