



ABHISHEK CHOUHAN

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Career Objective

- A challenging and progressive career with an organization where my technical skills along with my creative thinking will contribute to the organization's achievements and my growth. A team player and possess good analytical and technical skills.

Educational Qualification

- B-Tech (Electronics and Communication Engineering) from Sir Padampat Singhania University, Udaipur (Raj.) in 2011-15.
- XII (R.B.S.E) Board of Rajasthan in 2010.
- X (R.B.S.E) Board of Rajasthan in 2008.

Professional Snapshot

- ❖ Working at “**SBD Green Energy & Infra India Pvt. Ltd. – Gurgaon, Haryana**” as Assistant Project Manager – Sales from March 2018 to Present.

Work Profile:-

- Solar Roof-top Business development through institutional sales like universities, hospital and other industries.
 - Appoint Distributor /Dealer/ Business Associate to increase Solar Retail Sales/Roof-top Sales.
 - Regularly working on business development things/co-ordination and participating in business development meetings.
 - Provide technical solution for all Solar Roof-top inquiries and providing Detailed Project Report (DPR)/Proposal to end customers.
 - Build and strengthen business relationship with clients to ensure that their needs are being met.
 - Planning & Supervisory role for execution of solar power plant with coordination of designing team & EPC vendors.
 - Manage and finalize supplier and EPC vendors for Solar Products/Projects.
 - Knowledge of Tender, costing, site survey & designing of Solar Power Plant.
- ❖ Worked at “**Rave-Energy – New Delhi**” as Assistant Manager - Business Development & Project Execution from October 2016 to March 2018.
 - **Work profile:-**
 - Technical knowledge of Solar Power Plant, Solar Water Heater and Solar Street Lights and othersolar products.
 - Handling E-Commerce websites Trade-india, India-mart and MNRE web portals for business Leads.
 - Solar roof-top business development through Distributors and Business Associate channels.
 - Making business strategies in order to increase solar roof-top business.
 - Analyzing consumer requirements and provide best solar solution to enhance their effectiveness.
 - Manage and finalize supplier and EPC vendors for Solar Products/Projects.
 - Planning of Execution for solar power plant in coordination with designing team & EPC vendors.
 - Handling rate floe quotation inquiries and providing Detailed Project Report (DPR) to end customers.

- ❖ Worked at “**Su-kam Power Systems Ltd. - Gurgaon**” as Graduate Engineer Trainee in Solar Projects from November 2015 to October 2016.

- **Work profile:-**

- Technical evaluation of solar projects (On Grid, Off-grid & Hybrid Solar Projects).
 - Preparing DPR (Detailed Project Report) of solar Projects.
 - Developing business strategies in order to nurture/foster solar business.
 - Procurement of material required in Solar Power Plant.
 - Floating RFQ (Rate floe quotation) to various EPC vendors.
 - Supervisory role for execution and commissioning of solar power plant.
 - Also worked as a Product Manager of Solar Charge Controller and Grid-tie Inverter.
 - Knowledge of Net-metering and Subsidy claim process.

Achievement: Executed 240KWp Solar Power Plant in Jaipur (Raj.) with net-metering and subsidy claim.

Industrial Exposure

- **Industrial training on Power Systems at “Su-kam Power Systems Ltd.” (June 2014)**

- Duration - 1 Month**

- Learnt about testing, assembling and internal wiring of power systems like Inverter, UPS.
Gain knowledge about SMD and Leaded components and Solar energy based power systems.

- **Industrial training in “Genus Power Infrastructure Ltd.” (October 2014)**

- Duration – 2 Months**

- Gain knowledge about Power Backup Systems and Solar based UPS & Inverters such as Home UPS, Online UPS, High capacity Inverters, Solar Inverters and Solar Power Packs etc.

Certification

- Completed CCNA (Cisco Certified Network Associate) Certification in Routing & Switching from Network Bulls Institute.
 - Hardware Platforms: Cisco Router, Cisco Switch
 - Protocols: Dynamic Routing Protocols RIP (version 1 & 2), EIGRP, OSPF, STP, VLAN, TCP/IP, & OSI Model.

Extra-curricular activities

- Actively participated in the activities organized by the NSS cell.
- Participated in cricket club at Sir Padampat Singhanian University.
- Participated in Intra College Competition Named as Project Endeavor.
- Workshop attended on Electronic Technique at Sir Padampat Singhanian University and Designed Regulated Power Supply.

Strengths

- Punctuality.
- Good Interpersonal, communication and organizational skills.
- Good Leadership qualities.
- Hard working attitude and ability to work and move along with the team.

Personal information

- Date of Birth : 20.09.1993
- Father's Name : D.D. Chouhan
- Gender : Male
- Languages Known : English, Hindi, Gujarati
- Marital status : Married
- Mobility : Global

Declaration

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

(Abhishek Chouhan)

Place : Jaipur

