



Vivek Pal Singh

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Objective

- *Seeking a progressive career which utilizes my technical, leadership and technical-sales experience with an opportunity for a professional challenge. I look forward to adding value to the organization with my technical skills, expertise, passion for learning and desire to excel.*

Professional Experience (Almost 6.5 yrs. => September 2012 - PRESENT)

A) Asst. Manager – Sales & Business Development
(AIS & GIS (MV) Switchgear's, Automation – SAS/CRP & Transformers)

July 2014 – PRESENT

Schneider-Electric Infrastructure Ltd., India

SCHNEIDER-ELECTRIC, INDIA

- Responsible to handle dealers & channel – partner networks for Delhi - NCR.
- Responsible to generate business through **Utility, Industries, OEMS, Large EPC Contractors, Development Authorities and government Sector clients.**
- Handling entire range of **GIS & AIS switchgear upto 33 KV, Transformers upto 145 KV, Automation Business - CRP & SAS upto 765KV .**
- Handling projects with focused working on upcoming **SMART CITY Projects – Gwalior, Indore, Gurgaon, Faridabad, Ghaziabad, Agra, Jabalpur Etc. with Various linked Utilities & Large EPC Clients.**
- Responsible for business development activities with end users in **EPC Contractors and Utility Segment.**
- Managed Sales & marketing activities in Delhi – NCR, WUP, UK territory with mix of **End Users - Industries & Building segment, Utility, Consultants, EPC contractors & panel manufacturers.**
- Responsible to develop business from dealers & channel – partner networks & to arrange business development activities like presentation on market strategy, competitive, customer centricity etc.
- Meeting potential customers, generating leads from prospects, monitoring & review status of active projects with team members, updating project information.
- Developed Business across in North India from **large EPC Clients – TATA Projects, Vindhya Telelink, GEPDEC, JSP projects, KEI , KALPATRU, ISGEC, STERLING & WILSON, FLOVEL, TPSC INDIA Etc.**

- Responsible for a) Managing and developing sales revenue from **Large EPC Contractors & Utility**.
b) Develop EPC Contactor segment for business.
c) Taking care of smart city projects.
d) To gain market share within the Region.
e) Managing Sales Promotions Events..
- Will be responsible for working closely with **Utility Segement , contractor segment for complete electrical substation projects , Smart City Projects , GIS Substations**.
- To plan and achieve order booking & SALES targets and associated payment collection.

B) Executive – Sales & Marketing

September 2012- July 2014

Raychem RPG Ltd.

Power & Distribution Transformers (North- India)

Raychem RPG Ltd.

- Responsible for driving profitable growth in North India region – new business development being the main objective apart from retaining key accounts of the region to ensure profitability and sustainability of the region.
- Studied and developed the renewable energy segment for the organization with focus on EPC contractors.
- Benchmarked business development approach and methods within the national sales team.
- Researched and developed strategies like 'Total Ownership Cost' & 'Fire & Safety' among others to highlight the USPs of the organization to clients.
- Responsible for giving presentations & creating awareness to the customer regarding our products.
- Responsible for business development in cement industries, Renewable sector – solar & wind, Builder segment, Hydro Sector & various other sectors.

SKILLS

Sales & Marketing	<ul style="list-style-type: none"> ✓ Techno-Commercial ✓ Key Account Handling ✓ Ability to conceptualize & develop a strategy for the business which then converts to a business plan. ✓ Customer Relations Management ✓ Product & Process Knowledge / Negotiation skills ✓ Marketing Research & Analysis
Tendering	<ul style="list-style-type: none"> ✓ Experience in bringing business through tendering. ✓ Experience in Technical & commercial bidding with govt. sectors ✓ Exp. In Govt. tender Participation
Business Development	<ul style="list-style-type: none"> ✓ Oil Filled and Dry Type Power & Distribution Transformers ✓ Approval from consultant & Government bodies. ✓ Approval from End customers.

Educational Qualifications

- **Bachelor of Engineering (B.E.) - Electrical Engineering**

Completed Electrical Engineering from **IEC College of Engineering & Technology, Greater Noida, India**, with an overall aggregate of **67.54 % (I – Division)**.

- **Higher Secondary School Certificate**

Passed the examination conducted by C.B.S.E with an aggregate of **71%** in the year 2008 and pursued the same at **S.D. Public School, Delhi, India**.

- **High School Certificate**

Passed the examination conducted by C.B.S.E with an aggregate of **72.4 %** in the year 2006 and pursued the same at **New Shalimar Public School, Delhi, India**.

Training & Project Work

- 6 weeks training at IPCL & PPCL POWER STATION.
- Study OF POWER GENERATION by steam and gas turbines at four Indraprasth power stations in Delhi.
- Completed project work and training in 'Renewable Energy' & design with fabrication of a micro controller based remote controlled solar energy car.

COMPUTER PROFICIENCY SKILLS

- Languages: knowledge of C & C++
- Knowledge of MS –OFFICE including MS Excel & Microsoft PowerPoint.

Other Skills

- Leadership instincts
- Team worker with a volunteering attitude
- Responsible and dedicated persona
- Taking initiatives and spearheading events.
- Hardworking, Cheerful, Loyal, Honest, a keen learner, Sincere & believer of “KARMA”
- Active learner

Achievements

- Award for achieving all BFO KPI's & keeping dashboard always as per company guidelines.
- Achieved the company's best sales fielder award as per BFO Sales Force activity.
- Valued Contributor award from the company for getting revamp order of 5 Crores.
- A regular blood donor from year 2009 at ROTARY BLOOD BANK
- Event Manager of Farewell Party of seniors in 2011
- Active Member of college electrical society “SPARKS”
- An active member of Campus Activities Board of the college “AARUH”
- Attended “MICROSOFT-DREAM SPARK YATRA-‘10” at IEC college of engg. & tech.
- Head organizer of cultural and technical fest 2011 in IEC–CET.

- Head of discipline committee in IEC College of engg. and tech.
- Anti –ragging cell head in IEC College of engg. & tech.

Other Interests and Hobbies

- Follow politics, current affairs, and sports.
- Adventurous trekking, Rafting, photography and cycling
- Playing cricket, chess, watching movies, Cooking, Reading novels.

Languages

Fluent in English, Hindi.

Personal Details

Present Address	:	254, Sanjay Enclave, FF Adarsh Nagar Opposite GTK Depo Delhi – 110033 Delhi, INDIA.
Date of Birth	:	17 th October 1989
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References

Dr. N.K.S Pundhir, Ex- Sr. Scientist & VP, CRRI (Central road research institute)
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Mr. Sunil Kumar, Head of Department, Electrical Engineering, IEC College of Engineering & Technology
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Mr. Vinay Raina, Ex-Sr. Manager , Schneider – Electric Infrastructure Ltd.
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