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Johri Farm, Jamia Nagar
Okhla, New Delhi -25

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Personal Dossier

Date of Birth : 12th Jan, 1986
Marital status : Married
Nationality : Indian
Passport Number : K3579243
Languages : English, Hindi & Urdu

Core Competencies

- Solar PV Engineering
- Solar AC & DC Engineering
- Switchyard & Substation
- Strong Technical Aptitude
- Solar Project Engineering
- Technical Report Writing
- PV Syst & ETAP
- Technical Innovation
- Inspection & Auditing
- Solution Selling
- Business Development
- Tender Management
- Contract Negotiation
- Market Competition Analysis
- Project Planning, Monitor & Execution
- MS Office (Excel, Word & PowerPoint)

Md Khalid Akhtar

Electrical Engineer | MBA - Power Management | Solar Engineering | Solar Project Tendering

A result-oriented professional with expertise in Solar PV Project Engineering, Tendering, Planning, Execution and Management with customer focused approach along with Strong technical & methodical aptitude with an innate ability to analyze, co-ordinate & synthesize techno-commercial operations.

Industry Preference: Renewable Energy / Solar PV / Wind Energy

Profile Summary

- 7.5+ years of extensive experience in Project Engineering, Tendering, Execution and Management for Solar PV Projects.
- Currently associated with Schneider Electric India, Gurgaon as **Assistant Manager – Solar Project Tendering.**
- Experience in utility scale of **600+ MW** Solar Photovoltaic EPC project design & engineering, planning and execution.
- Hands on experience in providing extensive Project Tendering and Solution selling **4000+ MW** solar PV projects.
- Extensive experience in project costing, tendering and business development activities for solar business.
- Managed to provide a cost-effective solution to cater the customer specific need and requirement with various solution architecture for solar power plant.
- Customer focused with good relationship building and conflict resolution skills; Effective time management and organizational skills; Ability to manage several projects within a fast-paced work environment.
- Team player who can influence others with a demonstrated ability to communicate and drive decisions effectively.

Professional Education

MBA in Power Management
University of Petroleum & Energy Studies, Dehradun
2016 – 2018
CGPA – Pursuing

B. Tech. in Electrical Engineering
Jamia Millia Islamia University, New Delhi
2006 – 2010
CGPA – 8.89

Soft Skills

Communicator
Innovative
Thinker
Collaborative
Intutive

Professional Certification

Certificate course in **Solar Energy**
Delft University of Technology, Netherlands
2017-2017

Certificate course in **Wind Energy**
Technical University of Denmark, Denmark
2017-2017

Career Timeline

A2Z Group, Gurgaon
Graduate Engineer Trainee
Aug'10 – Jun'11

Schneider Electric India
Bangalore/Mumbai
Graduate Engineer Trainee
July'11 – Oct'11

Schneider Electric India
Patan, Gujarat
Solar Engineer – Site Management
Nov'11 – Jun'12

Schneider Electric India
Gurgaon
Solar Engineer – Design & Engineering
July'12 – March'15

Schneider Electric India
Gurgaon
Assistant Manager – Solar Engineering
April'15 – April'17

Schneider Electric India
Gurgaon
Assistant Manager – Solar Tendering
Since May'17

Work Experience

Since May'17

Schneider Electric, Gurgaon as Assistant Manager – Solar Project Tendering

– **Key Deliverables –**

- Tendering & Business development activities in Solar Business.
- Preparing detailed project costing, project risk analysis and project cash flows.
- Co-ordination with customers, vendors and internal stakeholders for bid preparation.
- Bidding for large Solar / Electrical balance of plant opportunities including switchyards.
- Understanding market developments & co-ordinating with sales team to grab the upcoming new projects of Solar power plants.
- Meeting customers / consultants, understanding the requirements and preparing an optimum & cost-effective solution to cater their needs.
- Market price analysis, Win-Loss analysis, maintaining and updating price database and sharing the ROE with team members.
- Review of tender T&Cs, Risk assessment & analysis and cost estimations.

– **Business understanding & Specific Knowledge –**

- Solar EPC projects, Switchyard Projects, Electrical distribution system projects.
- Extensive knowledge of Solar PV Power plants with AC+DC side works.
- Business & Project Development, Turnkey Contracts & Contract handling.
- Sound knowledge and understanding of electrical concepts & solutions.
- Finance Knowledge (Risk Analysis/ Cash Flow analysis & Contract Management)

April'15 - April'17

Schneider Electric, Gurgaon as Assistant Manager – Solar Engineering

– **Key Deliverables –**

- Leading the project engineering activity and Interfacing with client, peers, project management and procurement to complete the project work; designing definition and implementing it using the input from a cross disciplinary team.
- Handling activities right from the conceptualization stage of project designing; involving scheduling, progress monitoring, finalization of design basis & technical specifications, procurement and work scheduling.
- Provide technical consultation for equipment selection, design optimization to reduce project cost, carry out all design activities with the objective of success of the project in terms of quality, duration and profitability.
- Contribute to Solution selling, in close cooperation with the sales teams and segment leaders for detected opportunities and customer accounts located in the region.
- Preparation of technical specifications and material requisition for procurement of different electrical equipment complying with all project specification & requirements, safe electrical design philosophy, IS/IEC/NEC standards.
- Ensures the quality and integrity of design and project deliverables including design budget, system/architecture documentation, design documentation, functional specification and design verification.
- Preparation of BOM, load list, single line diagram, plant layout, equipment layouts, cable route, tray layouts, array sizing and string designing.
- Designing of 11kV, 33kV substations & 11/66kV, 11/132kV, 11/220kV switchyard and its equipment sizing & calculation.
- Extensive experience in electrical power system studies through ETAP and solar PV system sizing & calculation through PV Syst.

Engineering Responsiblities

- Solar AC Package
- Solar DC Package
- Solution Architecture
- AC Equipment sizing
- DC Equipment sizing
- Electrical Calculations
- Technical Scrutiny
- Engineering Review
- On-site Guidance
- Commissioning support
- As-built Documentations
- O&M Manual Creation

– **Major Projects Leaded & Worked For –**

- 6 x 25 MWp, 11/66kV Switchyard, Today Energy's Solar PV Project, Punjab.
- 130 MWac, 11/220kV Switchyard, Azure Power's Solar PV Project, Karnataka.
- 3 MWp, 0.38/11kV Substation, ReNew Power's Solar PV Project, AAI Chandigarh.
- 30 MWac, 11/132kV Switchyard, ACME Cleantech's Solar PV Project, Mahoba, UP.
- 21 MWac, 0.38/33kV Substation, ReNew Power's Solar PV Project, CumBum, AP.
- 2 x 25 MWp, 11/66kV Switchyard, ACME Cleantech's Solar PV Project, Punjab.
- 5.35 MWp, 0.38/33kV Substation, Avantika Group's Solar PV Project, Bihar.
- 100 MWac, 11/132kV Switchyard, Azure Power's Solar PV Project, Jodhpur, Rajasthan.

July'12 - March'15

Schneider Electric, Gurgaon as **Solar Engineer – Design & Engineering**

Design Responsiblities

- Solar AC Package
- Solar DC Package
- Solution Architecture
- AC Equipment sizing
- DC Equipment sizing
- Electrical Calculations
- Technical Scrutiny
- Engineering Review
- On-site Guidance
- Commissioning support
- As-built Documentations
- O&M Manual Creation

– **Key Deliverables –**

- Preparing BOM, load list, single line diagram, plant layout, equipment layouts, cable route, tray layouts, Transformer, array sizing and string designing.
- Part of a Team of Indian and French Technical experts for the development of PV Box - Solar Inverter Substation.
- Preparation of tender documents cost estimation, technical scrutiny & provides different architecture and solution.
- Provide technical consultation for equipment selection, design optimization to reduce project cost, carry out all design activities with the objective of success of the project in terms of quality, duration and profitability.
- Designing of 11kV, 33kV substations & 11/66kV, 11/132kV, 11/220kV switchyard and its equipment sizing & calculation.
- Extensive experience in electrical power system studies through ETAP and solar PV system sizing & calculation through PV Syst.

– **Major Projects Leaded & Worked For –**

- 4.2 MWp, 11/66kV Switchyard, SAR Group's Solar PV Project, Punjab.
- 8 MWp, 0.38/33kV Substation, Value Lab's Solar PV Project, Mehboob Nagar, AP.
- Development of 0.38/11kV & 0.38/33kV, 1.36 MW PV Box – Solar Inverter Substation.
- 16 MWp, 0.38/33kV Substation, Solaire Direct's Solar PV Project, Jodhpur, Rajasthan.
- 6 MWp, 0.38/33kV Substation, Sunborne's Solar Power Plant, Jodhpur, Rajasthan.

Nov'11 - June'12

Schneider Electric, Gurgaon as **Solar Engineer – Site Management**

– **Key Deliverables –**

- Extending resource planning, scheduling, conduct site inspection, assessing & highlighting possible risk and appropriate progress reports with assistance of PM.
- Handling activities pertaining to Charging of AC and DC Circuits and I&C of HT/LT Panels, RMU, Transformers, Inverters, 11/66kV Switch Yard & its equipment.
- Led multiple cross-functional, cross-cultural teams' onsite, along an 8 months' period, to successfully execute Schneider's flagship solar project in India.

– **Major Projects Worked For –**

- 11.5 MWp, 11/66kV Switchyard, Astonfield's Solar PV Project, Sami, Patan, Gujarat.

July'11 - Oct'11

Schneider Electric, Gurgaon as **Graduate Engineer Trainee**

– **Key Deliverables –**

- A detailed primary market research study in the city of Mumbai for Schneider Electric's metering (MFM) and capacitor products. Prepared a detailed report analyzing various parameters for observed market penetration and recommendations on how and where to target for more business opportunities.
- Focused training on soft skill, business communication, team building and customer care in the city of Bangalore to understand the customer requirements & their queries; Respond on their questions, post-sales queries, explain them about our Schneider Electric's products its technical characteristics & quality and different solutions.

Aug'10 - June'11

A2Z Group, Gurgaon as **Graduate Engineer Trainee**

– **Key Deliverables –**

- Assessment and evaluation of scope of works, specification from tender document.
- Preparation of new distributed SLD & Feeder segregation of the older feeder into domestic and residential feeder.
- Software application for Load Flow Analysis & Electrical Parameter calculation.
- Planning for the conceptualizing the future expansion of Feeders to keep pace with the load growth and Renovation, modernization and strengthening of Substations, re-conducting of lines at up to 11kv level.

– **Major Projects Worked For –**

- Feeder Segregation Project (FSP) of 33/11KV Sub-Station for MPPKVCL, MP and Assam Electricity Board, Guwahati.