

Vishal Tiwari

Team Member (BD and Sales-Solar PV Projects)

JAKSON Engineers Limited

Masters: Renewable Energy & Solar Photovoltaics

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Profile Summary

- A certified **Solar Energy Engineer(SCGJ)**, with **3 years experience** in the sales and business development .
- I have good understanding of **RfQ, RfP, EoI** and have **documented** for both **Private and Govt. agencies**.

Professional Experience

Asst. Manager: Jakson Engineers Limited

(July 2016 - Till Now)

(12 months)

- Looking after Kilo/Mega Watt size projects of Rooftop, Ground Mounted and Canal Top.
- Meeting Government officials for various projects.
- Working on Tenders for various government agencies such as Solar Energy Corporation of India (SECI), Indian Navy, MoD.
- Working on financial modelling for different project as per design requirement.
- Various Rooftop Projects on both CAPEX and RESCO mode finalised in last one year with aggregated capacity of 6 MW.

Asst. Manager: Sunkalp Energy (Business Development) (Aug 2015 – June 2016)

(11 months)

- Working and participating on various **Government Tenders** such as for **SECI; RRECL, Rajasthan; CREST, Chandigarh etc.**
- **Direct interaction and dealing with Government and private agencies for solar projects** by giving **PPT presentation**.
- Analysing AUTOCAD drawing for the layouts of various rooftops.
- Getting **investor** on board for various solar projects funding.
- **Getting business** for the company with primary focus on projects greater than 100 kW in rooftops.
- **Preparing customized technical and financial proposals** for the **client**.(both **government and private**)
- Analysis on various **Solar Plant capacities, their investment pattern i.e cash in-flows and out-flows, payback period and the profitability of the project.**
- Exploring **markets** for our **business expansion in various segments**.

Energy Consultant: SLRD (April 2015 – July 2015)

(4 months)

- Working on **Renewable Energy Policies and Tenders** with Meghalaya govt. for **draft proposal** and for implementation.
- Analysis of various **State's Renewable Energy Policies, Rooftop Policies and net-metering concept**.
- Working on various Solar Projects for **Govt. of Meghalaya**.
- Working on **innovative Micro/Mini projects** for villages in **North-Eastern part of India**.
- **Engineering and procurement of materials for solar plant(off-grid) in Shillong**.

Asst. Manager (Business Development): Aubade Solar Pvt Ltd (Oct 2014 – March 2015)

(6months)

- Involved in exploring opportunities in **Govt Organisation, Private Institutions and various NGO's**by analysing **Tenders, Social Sites for Projects, etc.**
- Making **customized Detailed Project Report and feasibility study** for more than 30 odd solar **Plants**.
- **Project Manager** and **procurement of BOS for 250 kW Solar PV Ground Mounted in Kota**.
- **On-site Financial analysis of Civil & Electrical work** for installation of 250 kW Solar PV Plant in Rajasthan.
- Preparing **Purchase Order (PO)** document for **billing of materials**.
- **Financial Modelling** for various types of **Solar Plants for Debt:Equity analysis**.

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- **Negotiating** with vendors/supplier both in **technical aspects and cost wise** to assemble **solar panels, inverters, batteries and supporting structures**, as prescribed by our client requirements.
- **Negotiating** with the **Clients** for various **size solar rooftop project** all over India by doing **Energy Audits** of their premises.
- Worked on having a **venture** with government agencies for Green Project development & Funding.
- Worked on signing **MoU** with **Educational Institutions** to provide Training related to Solar Energy & Energy Efficiency Measures.
- Worked on formulation of **Business Plan** for **Market Entry** in **Renewable Energy** Sector..

Research Trainee: Central Electronics Limited (Sep 2012 – Aug 2014)

(24 months)

- Experienced in the **Engineering Research and Financial Modelling** of **Solar Photovoltaic Systems** including **Solar Rooftop, Stand Alone, Grid Interactive and Hybrid System**.
- Responsibilities included the in **depth knowledge** of the **equipments** for the set up of **Solar Plant**.
- Knowledge of **bidding strategies & costing** of the SPV system for **tendering**. .
- In depth knowledge of the equipments of **solar cell** and **solar module manufacturing**.
- Detailed **Performance Analysis and short-comings** of India manufactured Solar Cells.
- **Technical and Cost Analysis** of various **Solar PV & Solar Thermal Technologies**.

Academic Achievements

| Qualification | Year | School / Institute (Board / University) | Marks (%) / CGPA |
|---|------|---|------------------|
| Masters in Renewable Energy & Solar Photovoltaics | 2014 | SRM University | 9.014/10 |
| B.Tech (Electronics & Instrumentation) | 2011 | Uttar Pradesh Technical University | 66.6% |
| 12 th | 2006 | Maharshi Patanjali Vidya Mandir, Allahabad (CBSE) | 72.6% |
| 10 th | 2004 | Maharshi Patanjali Vidya Mandir, Allahabad (CBSE) | 79.4% |

Certifications & Memberships

- Skill Council of India certified Solar PV Engineer and Trainer.
- Two times GATE Qualified.
- **M.TECH: 1st RANK** in the SRM University.
- Merit Certificate in **National Level Science Talent Search Examination**.

Extra-curricular Activities

- **Attended** Renewable Energy Expo-2012,2013,2014 and **exhibited** in 2015.
- Coordinator of Robotic Competition Organized by College Societies.
- Organised **workshop for “Training and Skill Development Program”** at NISE in May,2015.
- Attended workshop on **“Accelerating Clean Energy Deployment through Innovative Policies & Regulations”** organized by MNRE-USAID at Lalit Hotel, New Delhi, India.
- Attended the Conference and Workshop on **“Renewable Energy Market-Opportunities and Challenges”** organized by CSIR-CEL at India Habitat Centre, New Delhi, India.
- Attended the Conference and Workshop on **“Innovative Technologies”** at **SRM University, Ghaziabad, India**

Soft Skills

- Simulation software such as **PVsyst, RETScreen, Sunny Design, SolarInfo Design** etc.
- Operated on **MS-Word, MS-Excel, PowerPoint, and Origin**.
- Solar Testing Machines: **3D optical Microscope, Correscan, Spectral Response Machine, Solar Array Simulator, 4 Probe resistivity meter, etc.**