

CURRICULUM VITAE

Gaurav Khanna

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JOB OBJECTIVE

To associate myself with a progressive organization which will fully utilizes my acquired analytical skills and creativity. Interested to work in a challenging environment where I can continue to learn, take on additional responsibilities and contribute as much as value as I can. I would like to perform an important role in a techno-managerial position.

CORE STRENGTH

Sales & Marketing, Business Development, Vendor Development /Management, Spend Management, Cost Reduction Negotiations and Deal Closure, Strong Team Orientation and Leadership Quality

WORK EXPERIENCE



KSOLARE ENERGY PVT. LTD.

SR. Business Development Manager

(Feb 2019 - Present)

WORK DETAILS AND RESPONSIBILITIES

- Responsible for development & spreading company's business in the assigned territory.
- Developing and managing an efficient distribution network to improve sales performance.
- Maintaining relationship with existing customers for repeat business.
- Regular traveling in the given territory covering nearby areas.
- Providing timely feedback to the HOD regarding the sales performance.
- Providing innovative ideas and developing promotional strategies as and when required to improve the market presence.
- Appoint new dealers and distributors in the given territory.
- Developing customer report and ensuring that customers have positive image of the company.
- To provide quality services leading to realization of orders booked and customer retention.
- Providing comprehensive support, training for system design and warranty related matters.
- Providing general support to new and existing dealers and their associates.
- Product demonstrations to existing and prospective dealers.



STATCON ENERGIAA PVT. LTD.

Sr. Sales Engineer

(July 2016 – Feb 2019)

WORK DETAILS AND RESPONSIBILITIES

- Managing and finalizing the deal, i.e. selling Solar Inverters & Power Conditioning Unit (Hybrid PCU, Off-Grid PCU and String Inverters) and many other Solar components.
- Vendor Identification & Development Identification & Selection of new vendors based on technical skills, capabilities, financial strength, current capacity, scope for future expansion.
- Work with break-up costing and negotiate on price, freight, delivery times and credit period with vendors/suppliers and sub-contractors mainly with overseas Suppliers.
- New Product Development: Co-ordinate with Engineers to get components developed as per required specification.
- Developing sales and marketing strategies to drive sales growth.
- Identifying key / institutional accounts & Government / Non-Government undertakings and strategically securing profitable business.



GAUTAM SOLAR PVT. LTD.

Technical Sales Engineer

(May 2015 – June 2016)

WORK DETAILS AND RESPONSIBILITIES

- Managing and finalizing the deal, i.e. selling Solar PV Modules, Solar Home Lighting System, Solar Street Lights, Solar Water Pump and many other Solar components.
- Identifying key / institutional accounts & Government / Non-Government undertakings and strategically securing profitable business.
- Attending to clients' (individuals / corporate clients) concerns & complaints and undertaking steps for resolving them.
- Interacting with the customers to gather their feedback regarding the product's utility.
- Developing sales and marketing strategies to drive sales growth.
- Maintaining cordial relations with customers to sustain the profitability of the business.
- Analysing business potential, conceptualizing & executing strategies to drive sales, augment turnover and achieve desired targets.
- Cultivating mutually beneficial relations with clients to ensure repeat & referral business.
- Evolving market segmentation & penetration strategies to achieve targets.

SOFTWARE SKILLS

- Strong hold on MS Excel, MS Word & MS Power Point.
- Working Knowledge on **ERP Oracle**.

STRENGTHS

- Good learner with positive attitude.
- Result oriented Responsible and better co-ordination skill.
- Easily adoptable nature & Work under pressure.

EDUCATIONAL QUALIFICATIONS

- *B. Tech* in Electrical Engineering from U.P Technical University in 2013.
- *Intermediate (Science)* from Govt. Inter College, Bijnor U. P. in 2009
- *High School (Science)* from Govt. Inter College, Bijnor U. P. in 2007

PERSONAL DETAILS

Father's Name:	Mr. Rajiv Khanna
Date of Birth:	14-Aug-1992
Gender:	Male
Language Known:	Hindi & English
Nationality:	Indian
Hobbies:	Travelling, Collecting old Coins, Cooking
Ability:	Hard Work, Sincerity and always willing to learn more & more.
Permanent Address:	Bukhara Colony, Room No. E-33, Nai Basti, B-14, Bijnor-246701

DECLARATION

I hereby assure that all above information given by me are true to best of my knowledge & belief.

Place :- Delhi

Date :-

Gaurav Khanna