



TEJASVI ANAND

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Objective:

A highly energetic individual who wants to evolve as a true professional in the field of business through the learnings of work, education and life to make a personality that is well known for its working culture and inspires other to do so."

PROFESSIONAL EXPERIENCE

Schneider Electric Infrastructure Limited, Gurgaon (July'2016 – Present)



- **Sales Execution of ETO business (Territory- Delhi NCR & Chandigarh) : Exp. - 1.5+ Years**
[Product Portfolio: AIS (Air Insulated Switchgear), GIS (Gas Insulated Switchgear), Ring main unit(RMU), Packaged substation(PSS), Outdoor Breakers, Loco Breakers]
 - Technical & Commercial **Contract review** upon order booking.
 - Customer handling from order booking to project completion.
 - Governance process w.r.t **maintaining proper records** e.g. OIH (Order in hand), Customer history, Rolling plan for three months, Engineering approval etc.
 - Sales & Cash forecast planning.
- **Connected Products – Sales (Territory- Delhi NCR, Bangladesh & Sri Lanka) : Exp. - 1 Year**
[Product Portfolio: Protection Relays (IED) & Feeder Automation Business]
 - Handling Customer enquiries, Relay Selection & Offer submission of Relays.
 - Developed an '**Online Relay Offer Tool**' for Front Office Sales in close association with **R&D Team**.
 - Conducted Product Presentations at Partners premises.
 - Retaining & Developing Business from Key accounts viz. **Energypac, Bangladesh and CEB, Sri Lanka**.
 - Implementing **Standard Enquiry Tracker mechanism** & monthly analysis on same.
 - **Monthly Review** mechanism with country front office teams.

INTERNSHIP EXPERIENCE

Schneider Electric Infrastructure Limited, Gurgaon (Jan'2016 – June'2016)- 6 months



- Study of how to develop an '**Online Offer Tool**' for Front Office Sales.
- Study of Relays(IED), Standards & Protocols, ANSI codes & their protection function.
- Study of **ARC FLASH PROTECTION** phenomenon & protection techniques.

HVPNL, 132KV/33 KV and 132KV/11KV Substation (June'2014 – July'2014) – 6 weeks

- Study of **Transmission and distribution of Power Supply and its DISCOMS**.
- Understanding of **Single Line Diagram** of the substation.
- Understanding of **flow of Power** in a substation.



Core Competencies



Technical Skills



Software Known



Languages Known

	Language	Proficiency
Aa	English	Proficient
ॐ	Hindi	Proficient
U	Punjabi	Native

EDUCATION

S.no	Education	Institute	Score
1.	B.E (Electrical Engineering)	Thapar University (2016)	7.32 CGPA
2.	12th Standard	C.B.S.E. (2012)	91.4 %
3.	10th Standard	C.B.S.E. (2010)	9.8 CGPA

PROJECTS

- **Arc flash solutions offerings** in association with Schneider Electric.
Jan 2016- Jun 2016 (6 months)
- **Energy Value Chain for Utilities** in association with Schneider Electric.
Jul 2016- Dec 2016 (6 months)
- **Designed a working model based on Regenerative Braking system.**
Jul 2015 – Dec 2015 (6 months)

AWARDS

- **Do More** – for successfully executing projects of key accounts such as General Electric, Hartek Power etc. in Schneider Electric.
- **Do More** – for GET project in Schneider Electric.

CO-CURRICULAR ACTIVITIES

- Awarded '**Best Stall**' Prize at '**Learning Week**' Cross-BU Exhibition at **Schneider Electric**.
- Active Member of **Indian Society for Technical Education(I.S.T.E.)**.
- Active Member of **National Service Scheme(NSS)**.
- Attended workshop on "ADVANCE INSTRUMENTATION FOR QUALITY CONTROL OF TESTING OF ELECTRICAL APPLIANCES AND EQUIPMENTS" at **NSIC-TSC, Rajpura**.
- **Member Organizing Committee** in technical & cultural fests of college.

EXTRA CURRICULAR ACTIVITIES

- Winner of Duet Dance Competition in **INTER COLLEGE CULTURAL FEST**.
- Member of **College Dance Team(NOX)**.
- Member of **College Cricket Team**.
- Participated in College **Fresher's night** AAGHAZ 2013.
- Member of **Fashion Show** of Inter college competition MUDRA 2014.

INTEREST AND HOBBIES



Dance



Cricket



Travel



Music



Gaming