

SOURAV POPLI

NPTI MBA (POWER MANAGEMENT) 2012-14

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A graduate in Electronics & Communication Engineering and a postgraduate in Power Management from National Power Training Institute with 4.5 years of experience working at multiple levels and Functional exposure includes - Business Development, Consulting, Regulatory & Off take and Project Development & Management

As a part of Solar PV Sales Practice the profile involves advisory services in Power Trading, REC Mechanism and Trading, Power sale purchase arrangements to industries & corporates, Solar Site feasibility study, preparing pre-feasibility reports, Negotiation skills.

Proficient in Electricity Act 2003, National Tariff Policy, Power Trading, Power Market Regulations, different segments of Generation, Transmission and Distribution Sector, National Electricity Policy, and other policies related to Indian Power sector.

Leverage my technical and industry-specific knowledge to understand client's requirement for consulting assignments

Adept at **resource planning, in-process inspection, team building and co-ordination** with internal / external departments.

An effective **communicator** with exceptional **relationship and client management** skills.

EXPERIENCE –Current		Joining Date:- 31/May/2016
SunSource Energy Pvt. Ltd.	Manager- Business Development	
Company Profile: SunSource Energy Pvt. Ltd. is a Solar EPC company with extensive solar experience, a technology agnostic approach and hands on knowledge of global best practices in solar energy projects. Our team has developed and built 100 MW of solar PV projects and in India. SunSource also delivered over 1000 MW of design-engineering of solar projects for the U.S.A. and Global markets.	Roles & Responsibilities: Currently Handling Business Development part for Solar Business in India. <ul style="list-style-type: none">• Identify new and upcoming business opportunities in the Indian market so as to increase the organisational portfolio.• Also part of tender team involved in Govt. and private tenders like Railways, SECI, MES, OFB, IOCL etc.• Competitor Analysis of various players in the market.• Involved at every stage of project development from LOI to EPC contract and PPA contract finalization and up to Handover and Net-metering.• Searching for new investors.	
Key Responsibility Areas: <ul style="list-style-type: none">• Reaching new clients.• Tendering.• Initial meeting & site visits.• Follow-up with clients.• Project execution.		

EXPERIENCE		Joining Date:- 10/August/2015
Global Energy Pvt. Ltd.	Assistant Manager- Business Development	
Company Profile: Global Energy Pvt. Ltd. is an ISO 9001:2008 certified Energy Company like no other, Its focus is to efficiently operate our renewable facilities in order to provide our customers with a reliable, low-cost source of power. As a power trader, Global Energy has till date, transacted almost 3 billion units of Energy. Global Specializes in renewable energy trading, especially wind and Hydro.	Roles & Responsibilities: Currently Handling Business Development part for Solar & Power Trading. <ul style="list-style-type: none">Identify new and upcoming business opportunities in the Indian and global market so as to increase the organisational portfolio.Competitor Analysis of various players in the market.Collecting and analyzing primary data i.e. power demand, load trend and consumption pattern of new client.Developing the calculator to find out the landed price opting different routes.Development of Business plan for power supply through open access for various states i.e. through Power Exchange, Bilateral Contracts.	

Key Responsibility Areas: <ul style="list-style-type: none"> Reaching new clients. Initial meeting & site visits. Follow-up with clients. Involvement in new projects that come to the company from time to time.

EXPERIENCE –		Joining Date:- 01/July/2014
Simpa Energy India Pvt. Ltd.	Area Operations Manager- Mathura & Agra	
Company Profile: Simpa Networks is a venture-backed technology company with a bold mission: providing simple, accessible and affordable clean energy. Simpa Sells Small Solar Home Systems to Rural Households by using path breaking Pay As You Go (PAYG) Model.	Roles & Responsibilities: Handled whole operations part of two branches i.e a team of 20 people. It includes 3 departments. <ul style="list-style-type: none">• Sales-Operations: Managing Pre-sale (Urja Mitra Registration, Customer Application Form and Down Payment)• Installation: Managing Point-of-sale (delivery and installation of system, Post Installation Call)• Service: Post-sale (Technician registration, Service, Paid service, Post service call.	
Key Responsibility Areas: <ul style="list-style-type: none">• Financial viability & Costing of New Projects.• Sending of correct Sales & Operations MIS.• Managing A2I (Applications to Installation) & STTAT (Service Ticket TAT) below 3 days.• Decreasing dumping cost to INR 200 per system.• Repossession of system of non-paying clients.• Capacity Building by providing associates and technicians with in depth knowledge and executing new policies and procedures.• Developing and implementing new policies to improve functioning of organization.		

ACADEMIC PROFILE				
MBA – Power Management	2014	National Power Training Institute, Faridabad		71%
B.Tech– Electronics & Communication Engg.	2011	Doon Valley Institute of Engineering and Technology, Karnal Affiliated to Kurukshetra University.		64.5%
Class XII	2007	Pratap Public School, Karnal, Affiliated to C.B.S.E		74%
Class X	2005	Pratap Public School, Karnal, Affiliated to C.B.S.E		71.4%

MBA – Major Project		Jan-2014 to Apr-2014
National Power Training Institute, Faridabad	Project: “Status of Net-Metering in India and the Way Forward ”	
National Power Training Institute (NPTI), an ISO 9001 & ISO 14001 Organization under Ministry of Power, Govt. of India is a National Apex body for Training and Human Resources Development in Power Sector with its Corporate Office at Faridabad.	In order to know the current status of Net-metering in india and the way forward study of Net-metering regulations of various states and their comparison with the international regulations is necessary for development of Roof Top solar industry. <ul style="list-style-type: none"> To compare the guidelines for net-metering of solar small scale projects for states like Tamil Nadu, Andhra Pradesh, Delhi, Kerala, Punjab, Maharashtra, Gujrat and Uttarakhand. To develop way forward for India. 	

MBA – SUMMER INTERNSHIP		June-2013 to Aug-2013
Uttarakhand Jal Vidyut Nigam Limited	Project: Aggregate Technical & Commercial Loss Reduction in Dakpathar Distribution Division.	
Company Profile: UJVNL is a wholly owned Corporation of the Government of Uttarakhand set up for managing hydro power generation at existing power stations and development, promotions of new hydro projects in Uttarakhand. UJVNL is maintaining and	A live project of Dakpathar Distribution Division was assigned to determine its AT&C loss. The project was conducted for the purpose of handing over the Dakpathar distribution division of UJVNL to UPCL. The major tasks assigned were: <ul style="list-style-type: none"> Depiction of SLD of power stations and sub-stations established in Yamuna valley. 	

operating a distribution division called Dakpathar Distribution Division for supplying electricity to Dakpathar region.	<ul style="list-style-type: none"> • Calculation of AT&C loss of Dakpathar distribution division. • Safety survey to know the disaster management & safety awareness among the employee of UJVNL.
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PUBLICATION

Published research paper on “**A case study on issues and challenges faced during strengthening of a distribution unit by reducing Aggregate Technical and Commercial loss**” in International Journal of Electrical and Electronics Research, Vol. 2, Issue 1, pp: (36-40), Month: January-March 2014.

PERSONAL INFORMATION

Date of Birth:	29- Oct-1989
Father's Name:	Mr. Devinder Popli
Permanent Address:	H.No 18, Sant Nagar, Karnal 132001, Haryana.