

DIWAKAR RAJPUT

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Power Sector professional with Nearly Seven years of Experience of working in Solar PV Industry-Ground Mounted & Rooftop segment-MW & KW Class project/Energy Storage seeking senior level assignments in **Sales & Business Development/ Project Development/** with a leading organization of repute working in Solar Rooftop/Solar IPP/Energy Storage/Mini & Micro Grid.

Profile Summary

A competent professional with nearly 7 years of experience in:

Sales ~ Business Development ~ Strategy Development ~ Contractual Agreement ~ Customer Relationship Management ~ DPR ~ Financial Modelling~ Tendering & liaison ~ Team Management.

Strengths

- Strong influencing skills; displays conceptual, analytical & strategic thinking.
- Sound & strong managerial, leadership, execution and decision making skills.
- Flexible attitude with well developed interpersonal skills in order to develop and motivate team members to create a positive working environment.

Organizational Experience

Since March'15- Acme Cleantech Solutions Pvt Limited , Gurgaon as Assistant Manager - Business Development-Distributed Energy.

Presently working with ACME Solar Holdings , Gurgaon One of the largest Solar Independent power producers in India with a portfolio over **1700 MW** in Ground Mounted project & around **30 MW** in Solar rooftop class for Driving business development activities for Large Scale Ground Mounted/Solar Rooftop/ Energy Storage/Solar Open access for North & Central India Region.

- Independently handling four member team to track the **Govt policies (both central and state) for Northern and central India** on Solar Energy- Ground Mounted and Rooftop projects and align sales strategy accordingly.
- Framing the responsibility matrix for Govt tender and coordination with different team in preparation of Tender, Financial proposal, Tender submission till the signing of Power Purchase agreement.
- Attending the Pre Bid meetings and liasoning with state nodal agencies till the time the tender is public. All Pre-Sales activity to ensure our specifications in the tender and later maximize the profit when order awarded.
- Implement business models to create new business ventures and determine new opportunities by analysing business needs with excellent Understanding of Renewable Energy Business areas in Solar Energy and Government of India National Solar Mission to promote Green Solar Energy to mitigate threats of Energy Insecurity and global Warming.
- Experience in **utility Scale project/Rooftop projects** in terms of Tender, Financial, Power Purchase Agreement, Liasoning with Government and Nodal Agencies for Shovel Readiness of the Project, Various Regulatory and Statutory Approvals.
- Working closely with the Engineering team for the Preparation of Bill of Quantity (BOQ) and SCM team for the costing for the project. Preparation of all the commercial document related to
- Experience in **Solar Open access** project Regulatory affairs and Policies.
- Business development and Market analysis for **Roof Top Solar Power Project for private consumers** , their technical evaluation, procurement, negotiations and managing the execution of the project, ensuring timely and profitable deliverables. Preparing Cost Benefit Analysis, Projected cash flow with help of the finance team.
- Partner with R&D team to promote and independently lead Business development activities for **Lithium ion Battery Based Energy Storage system (BESS)**.
- Co-ordination with different verticals for timely execution of the projects.
- Managing EPC, O&M and other service providers during and post construction.
- Participation in Trade shows, Exhibition for Business Promotion purposes.
- Possess sound knowledge of **Solar PV Electronics Items (Solar Inverter), Charge Controller and Batteries**.

Highlights:

- Efficaciously worked towards:
 - Building up of pipeline of potential customers, and independently booking Order Solar Roof Top Projects of more than 5 MW Project spreading across India. The Value of the order is worth Rs **150 Million**.
 - Played an instrumental role in bagging tenders from Government Agency- **SECI, NTPC, Power Discoms, Power Grid** that the company is now executing. The capacity of Project is **250 MW**.
 - Qualifying for Two Zones of **India Railways** Wagon Repair Workshops for setting up of 5 MWp Rooftop Solar PV Plant under RESCO Model.
 - Successfully able to achieve sales targets for the Team for **200 MWp** Capacity.
 - 5 Mwp offsite Solar Power under **Open Access Mechanism for a Leading Real Estate Developer in India**.
 - Empanelment on **Bharat Petroleum(BPCL)** Vendor list as an Authorized System Integrator for providing Solar Rooftop Solution to Company's Retail outlet on Pan India Basis.
 - Worked on promotions and marketing for the Group's EPC Division by choosing appropriate partners and planning, designing and executing the marketing activities for the Solar EPC Division thereby creating visibility, Brand Awareness and Brand Recall.
 - Bagging order from leading US MNC for setting up of **200 Solar Powered RO Water Community plant under its CSR initiative**. The order is worth Rs 300 Million.

October 2009-February '15 with Bergen Group India.

June 2012- February 2015: DD Solar Twenty Three India Pvt Ltd.

March 11- May 2012: Steca Bergen Solar Products Pvt Ltd.

October 2009- February 11: Bergen Associates Pvt Ltd.

June '2012-'February 2012 11 with DD Solar Twenty Three India Pvt. Ltd. as Senior Engineer-Sales & Business Development

DD Solar Twenty Three India Pvt Ltd an SP-2A rated Ministry of New and Renewable Energy (MNRE) Channel partner company is a joint venture between Bergen Group India and Solar 23 GmbH, Germany working in Solar Rooftop and Solar Micro grid in India as an **Engineering, Procurement and Construction(EPC) Company** with a portfolio of over 10 MWp.

Worked as a **Senior Engineer- Business Development** for the Group EPC Division and targeting Govt and Private Sector Customer.

- Responsible for acquiring new customer, managing existing customers and providing EPC service to Private and Govt Sector Customers.
- Follow up with customer, Submission of quotation and effort to close sales lead
- Finalization of orders, tendering and negotiations
- Co-ordination with warehouse and the accounts department
- Formulation of business strategy, competitor's know-how.
- Handling independent correspondence
- Co-ordination and supervision of application work in the project, budgeting for the works.

Highlights:

- 450 Kwp Rooftop Project in Chandigarh on a Chandiagr College Campus
- 100 Kwp Solar off Grid Project under the Unite Nation Development program funding.
- 70 Kwp of Solar off Grid Project for Indian Army along advance Border area.
- 10 Nos of 15 Kwp Rural Mini Grid in Chattisgarh under Rural Electrification Program.

Mar'11-'May 2012 11 with Steca Bergen Solar Products Pvt. Ltd., Location as Engineer - Production

Key Result Areas:

- Rendered services as a part of a 10 member team consisting of Production Managers, Engineers, Supervisors and Operators
- Managed activities pertaining to Manufacturing of **Steca Bergen Solar Charge Controller** for Indian and SAARC Countries; worked as Engineer-Production & Testing in manufacturing of Solar Charge Controller
- Maintained documentation by preparing various analysis reports and documents like SOP's, quality plans, inspection test plans, check lists, acceptance criteria, shift schedule etc.
- Developed alternate vendors for Solder wire plastic connectors, chemicals, etc. for reducing COC of final product and qualifying them as per IEC standard to insure quality and reliability
- Procurement, Storage of Solsum Kits from **Steca Germany**
- Served as the coordinator for ISO activities of the Production Department
- Conducted Special Test like Burn in Chamber Test, Functional test and Maintaining Database for Records of Testing

Oct'09-Mar'11 with Bergen Associates Pvt. Ltd., Greater NOIDA *Placed at Client Site Moser Baer Photo Voltaic Limited*

Growth Path:

Oct'09-Mar'10	Graduate Engineer Trainee
Apr'10-Mar'11	Project Engineer Services

Key Result Areas:

- Installation and commissioning & operational effectiveness of High Capital machinery for solar cells manufacturing
- Troubleshoot the PLC based high precision equipments relating to solar turnkey automated line
- Day to Day trouble-shooting and root cause analysis of Process & Quality related issues using SPC, 7 QC Tools, etc.
- Maintenance of the Screen Printer and Furnance for reducing down-time & enhancing operational effectiveness of the equipment

Project Highlights:

- Installed & commissioning of **100-MW** Solar crystalline cell manufacturing turnkey line at project site: **Moser Baer Solar ltd.** Greater NOIDA
- Setup for 160-MW solar crystalline cells manufacturing turnkey line at project site: **IndoSolar Ltd.**, Greater NOIDA
- Participated for the expansion-project of **40 MW to 80MW** solar crystalline cells manufacturing line at project site **Moser Baer Photo Voltaic Ltd.**, Greater NOIDA

Trainings / Courses

- Onsite training over operation and Maintenance of Screen Printer by ASYS
- Troubleshooting training of Furnace System (Sierratherm)
- One week Training on UCAMCO- UCAM Software, A CAM software for PCB Industry
- Assembly & Services related to STECA Solar Charge Controller
- One week Training on Solar PV System Design, Sales & Marketing in Hyderabad
- Sales & Marketing Training on **Solutronic Solar PV Grid Tie Inverter in Germany.**
- Training on SAP Business One Module ERP
- National and International solar PV trade fair attended
- Represented Steca Bergen in India Solar Summit-2012 held in Gandhinagar in Gujarat
- Represented Steca Bergen in Solarcon-2012 held in Bangalore
- Represented Steca Bergen in Intersolar-INDIA 2012 Held in Mumbai
- Attended 3rd Symposium **Small PV Application** in Ulm, **Germany**
- Attended **INTERSOLAR EUROPE 2013** held in Munich, **Germany**

Industrial Projects

- **Moser Baer Photovoltaic Limited:** Detailed Study of 80 Mw PV Cell Production Line
- **Scatec Solar & Bergen Group India:** Rural Electrification by Community Solar Power Plant.

Academic Projects

- B.Tech.: 32 Line Telephone Exchange Installed at the College Electronics & Communication Department
- B.Tech.: Microcontroller-Based Solar Tracking System & Micro Electro Mechanical Systems, IP, 3G Communications

IT Skills

Platforms: Windows 98, Windows XP, Windows VISTA, Windows 7
Software: MS Office, SAP Business-One Module, PVSYST, AutoCAD.

Extracurricular Activities

- Participated in several extra-curricular activities by holding positions of responsibility in school/college societies such as the Drama Club, G.K Club and the Horse Riders Club
- Served as Volunteer with organizations like The Duke of Edinburgh's Charity Program, The Caring Community, Chandigarh Blind School and Missionary of Charity, Chandigarh
- Participated in Raid De Himalaya Rally Motorsport in Adventure Section
- Worked as a member of Hospitality Committee during college Fest, Tarang- 2008
- Participated in Inter ISCE School level Horse Riding Competition
- Member of School Bhangra Team

Academic Details

- Bachelor of Technology (Electronics and Communication) from SDDIET, Panchkula Affiliated to Kurukshetra University in 2009
- 12th from DAV School, Chandigarh Affiliated to CBSE Board, New Delhi.
- 10th from Yadavindra Public School, Mohali Affiliated to ICSE Board, New Delhi.

Personal Details

Date of Birth: 27th October 1986
Address: #113, Sector 31-32A, Gurgaon, Haryana, India
Languages Known: English, Hindi and Punjabi.
Marital Status: Single.