

## **CURRICULUM VITAE**

<b>Name</b>	<b>Mr. Raj Rajeshwar Singh</b>
<b>Name of Firm</b>	Santane Limited
<b>Qualification</b>	B-Tech {Electrical & Electronics Engineering (EEE)}
<b>Date of Birth</b>	Feb 24 <sup>th</sup> , 1993
<b>Nationality</b>	Indian
<b>Email :</b>	<a href="mailto:rrsingh2402@gmail.com">rrsingh2402@gmail.com</a>
<b>Contact No.:</b>	+91-9910042294
<b>Years with Firm / Entity</b>	2.9+ years

### **Details of Job Responsibilities:**

*Builds market position by locating, developing, defining, negotiating, and closing business relationships*

- Screens potential business deals by analysing market strategies, deal requirements, potential, and financials; evaluating options; resolving internal priorities;
- Track, prepare, submit and manage Government and private tenders across India, pertaining to Renewable Energy, Energy Efficiency, Conventional Power plants and Oil & Gas Industry
- Involve in Tendering Activities, Empanelment's, drafting expression of Interest/proposals for various Government and Non-Government clients;
- Understand and Market research of various Government development schemes;
- Develops negotiating strategies and positions by studying integration of new venture with company strategies and operations; examining risks and potentials; estimating partners' needs and goals;
- Closes new business deals by coordinating requirements; developing and negotiating contracts; integrating contract requirements with business operations;
- Protects organisation's value by keeping information confidential;
- Updates job knowledge by participating in educational opportunities; reading professional publications; maintaining personal networks; participating in professional organisations;
- Enhances organisation reputation by accepting ownership for accomplishing new and different requests; exploring opportunities to add value to job accomplishments;
- Identifies trendsetter ideas by researching industry and related events, publications, and announcements;
- Locates or proposes potential business deals by contacting potential partners; discovering and exploring opportunities.

**Skills:**

Closing Skills, Prospecting Skills, Bid management, Tendering & Estimation and Project management, Tendering Activities, Expression of Interest/Proposals, Market Research, Planning skills, Identifying Customer Needs, Business Management, Market Knowledge, Presentation Skills, Energy Level, Meeting Goals, Professionalism.

I have been a part of various Projects of Civil/Electrical/Infrastructure and have an experience of over **2.5+ years** in Consultancy works with expertise in **Material Inspection, Quality Assurance, and operation & Maintenance**. I am currently working as a **Business Development Manager** responsible for bringing clients on Board through personal liasoning or tendering/Biding, Proposals/EoI's and also have supervised several projects involving in Project management Consultancy, Bid Process Management, Third Party Inspection works in some very esteemed government projects like **Smart City, AmrutR-APDRP, RGGVY and IPDS**. I have also worked as Assistant Project Coordinator and had lead a team of engineers for execution of project successfully. Currently I am working as a **Business Development Manager** in the field of **Energy (Renewable and Non-Renewable)/Oil and Gas/Power Consulting sector**.

**EDUCATION :**

S. No	Qualification	Institution	YEAR OF COMPLETION
1	B. Tech. (Electrical) Engineering	SRM University	2014
2	Intermediate	St. Francis School	2010
3	High School	St. Francis School	2008

**EMPLOYMENT RECORD:**

S. No	Period	Company	Roles and Responsibilities
1	January 2018– Till date	Santane Limited  (Position: Business Development Manager)	<b>Clients:</b> IOCL, BPCL, BPRL, L&T, Infosys, ONGC, GAIL, DeITY, etc <b>Sector:</b> Engineering and Technical Consulting in Oil and Gas, Energy, Power, Environment, Marine <b>Activities:</b> <ul style="list-style-type: none"> <li>Enhances organization reputation by accepting ownership for accomplishing new and different requests; exploring opportunities to add value to job accomplishments. <ul style="list-style-type: none"> <li>Prepare response to RFP, necessary templates, compliance &amp; justification statements, formatting resumes of experts to meet criteria's etc.</li> <li>Develop &amp; coordinate for consortium / JV partners to meet qualification criteria on case to case basis.</li> </ul> </li> <li>Drafting sub contracts for vendors inline to the contract signed between customers</li> <li>Creating detailed proposal documents, often as part of a formal bidding process which is largely dictated by the</li> </ul>

			<p>prospective customer.</p> <ul style="list-style-type: none"> <li>• Identifies trendsetter ideas by researching industry and related events, publications, and announcements.</li> <li>• Screen Business Opportunities in India and Abroad.</li> <li>• Screens potential business deals by analysing market strategies, deal requirements, potential, and financials; evaluating options; resolving internal priorities,</li> <li>• Responsible for dealing with both business and technology requirements of the project.</li> <li>• Develops negotiating strategies and positions by studying integration of new venture with company strategies and operations; examining risks and potentials; estimating partners' needs and goals.</li> <li>• Closes new business deals by coordinating requirements; developing and negotiating contracts; integrating contract requirements with business operations.</li> <li>• Protects organization's value by keeping information confidential.</li> <li>• Updates job knowledge by participating in educational opportunities; reading professional publications; maintaining personal networks; participating in professional organizations.</li> </ul>
2	Sep' 17 – Dec' 17	<p>Solar Pulse Energy Limited</p> <p>Position: Business Development Manager</p>	<p><b>Client: CEL, SECI, MNRE, Private Sector Industries, IGL. etc.</b></p> <p><b>Sector: Solar Energy (EPC)</b></p> <p><b>Activities:</b></p> <ul style="list-style-type: none"> <li>• Closes new business deals by coordinating requirements; developing and negotiating contracts; integrating contract requirements with business operations.</li> <li>• Updates job knowledge by participating in educational opportunities; reading professional publications; maintaining personal networks; participating in professional organizations.</li> <li>• Enhances organization reputation by accepting ownership for accomplishing new and different requests; exploring opportunities to add value to job accomplishments.</li> </ul>
3	January 2016 - August 2017	<p>Medhaj Techno Concept Private Limited</p> <p>Position: Business Development (Technical)</p>	<p><b>Client: Govt PSUs: WAPCOS, NPCC, REC (RECPDCL, RECPTCL), PFC, BECIL, PGCIL, Rites.</b></p> <p><b>Govt. Utilities: UPPCL (MVVNL, PuVVNL, PVVNL, DVVNL), MPPKVVL, UHBVNL, DHBVNL, JVVNL and many more.</b></p> <p><b>Sector: Power &amp; Infra Consulting</b></p> <p><b>Activities:</b></p> <ul style="list-style-type: none"> <li>• Responsible for dealing with both business and technology requirements of the project.</li> <li>• Liaisoning with various departments, clients during pre &amp; post activities of tender</li> </ul>

			<ul style="list-style-type: none"> <li>• Develops negotiating strategies and positions by studying integration of new venture with company strategies and operations; examining risks and potentials; estimating partners' needs and goals.</li> <li>• Closes new business deals by coordinating requirements; developing and negotiating contracts; integrating contract requirements with business operations.</li> <li>• Protects organization's value by keeping information confidential.</li> <li>• Updates job knowledge by participating in educational opportunities; reading professional publications; maintaining personal networks; participating in professional organizations.</li> <li>• Enhances organization reputation by accepting ownership for accomplishing new and different requests; exploring opportunities to add value to job accomplishments.</li> <li>• Identifies trendsetter ideas by researching industry and related events, publications, and announcements.</li> <li>• Locates or proposes potential business deals by contacting potential partners; discovering and exploring opportunities</li> </ul>
	July' 15- Dec' 2015	Medhaj Techno Concept Private Limited  Position: Sr. Engineer	<b>Clients:</b>  <b>UPPCL (MVVNL), NBPCL, NPCC, WAPCOS Ltd., Biecco Lawrie.</b>  Sector: Power Consulting  <b>Activities:</b> <ul style="list-style-type: none"> <li>• Inspection Of Material which includes some major electrical materials such as Power Transformer, Circuit Breaker, Current Transformer, Potential Transformer, Isolator, Control and Relay, Energy meter, Insulator, Earthing Material, Battery, Battery Chargers, XLPE Cables, DTs, Overhead Conductor, Pole, Insulator , cables, L.A, Fuses, Earthing Material, and Hardware Materials.</li> <li>• Prepare a Quality Assurance Plan for proper execution of the Project and ensure its compliance.</li> <li>• Field quality inspection of ongoing/ completed works to encourage good quality work</li> <li>• General quality control procedures</li> <li>• Procedure of sampling, testing and approval of materials</li> <li>• Type, procedure and frequency of tests on various materials</li> <li>• Procedure of tests/checks, and approval of various kinds of equipment and temporary works</li> </ul>

			<ul style="list-style-type: none"> <li>Criteria for the engagement of various types of work force such as inspectors, and skilled, semi-skilled and ordinary labour</li> <li>Procedure for quality, workmanship and quality, degree of supervision, nomination of supervision staff (Contractor and Consultants)</li> <li>Acceptance criteria for various items of work</li> <li>Standard forms for approval of materials and items of work</li> <li>Procedures for dealing with substandard works, and their rejection, rectification, etc.</li> </ul>
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I am an **Electrical Engineer** having **2.9+ years** of experience in various sectors i.e Power, Oil and Gas, Infra, Energy, Environment as a **Business Development domain profile** and Supervision and monitoring of **Civil/ Electrical/ infrastructures/Construction** projects with expertise in **Quality Assurance and Material Inspection**.

A) Education: B.Tech (Electrical And Electronics)

B) Experience

Total experience of 2.9+ Years

S.No	Position Held	Period	
		From	To
1	Business Development Manager	January 2018	Till Date
2	Business Development (Renewable Energy)	August 2017	December 2017
3	Business Development (Power Domain)	January 2016	August 2017
4	Sr. Engineer and Asst. Project Coordinator	August 2015	December 2015

Date: ..... '2018

Place: New Delhi