

AKSHIT AHUJA

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SUMMARY

Experience In: Microelectronics, Renewable Energy

Focus Areas: Renewable Energy.

PROFESSIONAL EXPERIENCE

Suryaday (July 2016 – Present)

Business Development Manager

Successfully chased and closed projects with Amplus solar, Hero Future energies, LMRC and Azure along with large number of residential and institutional projects.

- Successfully closed a 5 MW project as sub-contracting with Azure Power totalling INR 3.5 crores.
- Initiated and hand held a new investor helping them win a bid in the LMRC and then closed the project for a total of 2.2 MW at premium costs.
- Introduced our company into Amplus leading all discussions and negotiations successfully closing a 100 kW project as pilot thus leading to a chance to get future projects.
- Single point of contact for almost all projects from client perspective making sure all their demands are met while keeping our internal team happy to oblige on those.
- Dealing on everyday basis with clients like Walmart, Asahi India Glass and Patanjali India making sure that they get accurate reports and clearing their grievances to ensure great repertoire.
- Currently in talks with financiers and other project developers to co-finance new projects.
- Led the first talks with Sudhir Power and closed our first project with them, then managing the project on my own to make sure of free flow execution

Project Manager

Have successfully led and completed a total of 10MW rooftop solar projects working closely with design, procurement and construction teams.

- Developed a system wherein all tasks involved are clearly mapped thus leaving no gaps for surprises while leaving enough wiggle room to be flexible in our execution.
- Led a 140 kW project on a superstructure at a height of 3 meters with azimuth creating a closely knit environment with micro level interactions with site team, our internal design team and outsourced vendors to make sure there are no complications during execution.
- Led a 250 kW project in Assam working in remote areas making sure that the project is run smoothly.
- Single point of coordination for a 5 MW project spread across 4 cities and 16 sites coordinating with internal design and construction teams and with client procurement and construction teams to make sure extreme coordination as even a single point of leak would have led to great delays.

Project Engineer

Handled complete operations and management at the solar start up including studying the layout of any new site, creating simulation for the potential system, overseeing installation requirements and finally handling responsibilities for setting up remote monitoring systems for desk control. I also worked at fault correction and ensured a steady supply at all times.

- Starting at the ground level with site work and as an O&M engineer I joined this company when it had just started out.
- Been associated with it since then and now have myself been directly involved in its complete 30 MW rooftop solar projects with all clients giving great recommendations and completely satisfied with my and my team's performances.

INDUSTRIAL INTERNSHIPS & PROJECTS

Schneider Electric, Gurgaon

(June 2013-July 2013)

During the 5 weeks that I spent here, I worked on a project that aimed to simulate the various ways to develop a solar plant in Indian cities taking into account their locations, irradiation characteristics and various other such factors. The project rewarded me with deeper understanding about solar and thermal power and I was able to design a self sustainable plant using a new software called PVsyst.

EDUCATION

Year(s)	Qualification– Degree	Board/University	College / University	%/ CGPA
2011-15	B.Tech Electronics and Communications Engineering	Manipal University	Manipal Institute of Technology	6.08
2009-11	All India Senior Secondary Certificate Examination	XII CBSE-AISSCE CBSE	Delhi Public School, Vasant Kunj, New Delhi	83.6%
2009	All India Secondary Certificate Examination	X CBSE-AISSE	Salwan Public School, Gurgaon	92.4%

COURSE PROJECTS

PCR Analysis (Jan - July 2015)

The aim of the project was to develop a channel for microfluidic analysis in order to increase efficiency almost by 85% and decrease reagent use. I succeeded in simulating the perfect design and also developing the channel on PCB as well as PDMS. I was required to study advanced material in order to develop this unique project successfully. It helped me develop my computational skills and deepened my knowledge in micro and nano fluidic channels.

Mobile Jamming System (May 2014)

Designed a speed controlled mobile jamming system in order to prevent people from using their mobiles while driving thus helping to prevent any unwanted accidents.

5G Spectrum Simulation (September 2015)

Studied the 5G spectrum and designed a simulation system to study isolation losses, gain characteristics and partition losses. This was a unique experience and aided my understanding in Telecommunication Engineering to a great deal.

Mini Projects (September 2015)

Worked on embedded systems, designing microwave components and testing the quality of the signal in a simulated environment. This was a rewarding experience in simulation techniques.

TECHNICAL SKILLS

Software: Pspice, Matlab, VHDL, PVSyst, C++, Keil embedded c, COMSOL Multiphysics, Clewin, ANSYS, Maxwell

Electrical: Complete DC side designing, AC electrical designing, Project Management

ADDITIONAL

- Organiser for “Gaming”, Techatva, 2012
- Achieved 1st position in “MATHTRIX”-organized by ISTE (2014)
- Set up a profitable design studio at college that printed everything from T Shirts to Posters (2012-2014)
- School topper and 70th nationwide rank in Science Olympiad, organized by the Science Olympiad Foundation, (2007-2008)