

# Sneha Manoj Birari

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## **Career Objective**

To work in a creative and challenging environment that can offer me the promise to continuously challenge my skills and ability so I can grow as an individual.

## **Education**

- **B.E. (Electrical Engineering)** from K.K.W.I.E.E.R., Nasik, in 2011 with **first class ( 62.20%)**.
- **HSC** from K.A.A.N.M. College, Satana, in 2007 with **first class (63.33%)**.
- **S.S.C.** from Jija Mata Girls High School, Satana, in 2005 with first class (**66.53%**).

## **Professional Work Spectrum**



### **CURRENT ORGANISATION : DESHMUKH SOLAR ENERGY PVT LTD, NASHIK.**

- DESIGNATION : Sales & Design Engineer
- EXPERIENCE : 1 Year 11Months
- RESPONSIBILITIES :
  - Prepare quotation as per customer requirement for our solar products.
  - Negotiations & commercial dealing
  - Order closing & Execution.
  - Coordinate with customer for PO.
  - Coordinate with production for customised requirement.
  - Coordinate with vendors to purchase our Inverter, solar water heater, pump controller etc products.
  - Solar project design Including solar module & inverter selection. Cost calculation
  - Prepare SLD. Fair knowledge on AC & DC side
  - Payment clearance with customer before dispatch.
  - Search & Develop new clients.



### **ORGANISATION : COMPETENT SERVICES, NASHIK.**

- DESIGNATION : Sales Technical Support Engineer
- EXPERIENCE : 1.3 Years
- RESPONSIBILITIES :
  - Solar power pack system design & cost calculation (Component selection)
  - Coordinate with manufacturers to Request for quotation require for solar Power Plant Projects.
  - Study of detailed technical tender documents.
  - Understanding technical requirements & preparing technical specification for projects.
  - Support sales team & customer to solve technical issues related to our solar, LED Lights products.
  - Order Handling & Execution.
  - Maintain documentation.
  - Payment clearance.
  - Inventory Management.



## **ORGANISATION :ATLAS COPCO INDIA LTD,NASHIK**

- DESIGNATION : Graduate Apprentice Trainee
- DEPARTMENT : DESIGN – ADS DIVISION
- EXPERIENCE : 1 YEAR
- RESPONSIBILITIES :
  - Revising the HT (6.6KV/3.3KV) Switchgear panel schematic & DC circuit wiring Drawing.
  - Releasing Drawing.
  - BOM correction.
  - Prepare Hydraulic piping & electrical Drawings.

### **Projects**

- **Company : Mahindra Sona. Ltd. Satpur Nasik**
  - Duration : 10 months.
  - Title : Energy Audit in Mahindra Sona at Satpur
  - Synopsis : It includes the study of various energy saving opportunities and energy management of various Areas. I have done Energy Audit of Mahindra Sona at Satpur, Nasik.
- Industrial training at **M/s 'PERFECT ELECTRONICS**, M-13, Industrial Estate,Ambad, Nashik-422 010.

### **Educational Achievements**

- Winner of Volley-ball championship held on 2010-2011 on the occasion of Maffick in K.K.W.E.E.R., Nasik.
- Participated in Student Awareness Programme, a Social Education Activity for the school students on the topic "ELECTRIC & HYBRID VEHICLE – CONCEPT & APPLICATION" Organized by PES/IAS Chapter IEEE and IEEE Student Branch of Pune Institute of Computer Technology, Pune, in Oct.2008.
- Attended National Level Workshop on "Diagnostic Testing & Condition Monitoring of Power Plant Equipment including Switchgear" organized by Department of Electrical Engineering at the K.K.W.I.E.E.R. Nasik in Oct. 2008.
- Attended National Level Workshop on "POWER QUALITY" sponsored by University of Pune and organized by Department of Electrical Engineering at the K.K.W.I.E.E.R. Nasik in Jan 2009.
- Committee Member in „GWRE-09" a National Level Paper Presentation Competition, Organized by Department of Electrical Engineering at K.K.W.I.E.E. & R. Nasik in March 2009.
- Participated and presented in Poster and Slogan Competition On "Save Environment, Save Planet " in National Level Working Model Contest IET-KARAMVEER EXPO "10 Organized by Department Of Electrical Engineering, K.K.W.I.E.E.R, Nasik in March 2010.
- Participated in "Knotty Brains" During MECHEAVEN"11- A National Level Technical Forum held at K.K.W.I.E.E.R, Nasik in March 2011.

### **IT Exposure / skills**

- Engineering Software - - AutoCAD (Version-11),MS Office package
- PRO-EFFICIENT IN- - C & C++, SAP

### **Skills**

- Through with concepts of Electrical Engineering.
- Positive approach to learn new things & good convincing ability.
- Good communication skill.
- Good personality

### **Personal Details**

- **DATE OF BIRTH** Jan 3<sup>rd</sup>, 1990
- **LANGUAGES KNOWN** English, Marathi, Hindi
- **NATIONALITY** Indian
- **MARITAL STATUS** Unmarried
- **HOBBIES** Sketching and Painting, Listening Music, Travelling, Playing Volleyball.

### **Declaration**

I hereby declare that all the above-mentioned information is correct to the best of my knowledge.

**Sneha Manoj Birari**