

KAUSHAL KISHOR

[3 April, 1992 | Male | M: +91 9001590488 | Passport No.: M0871325
[Flat No. 04, Pitalewadi, Hanuman Road, Vile Parle (E), Mumbai, Maharashtra - 400057
[Mail: kaushalk291@gmail.com | LinkedIn: <https://www.linkedin.com/in/vaishnav2/>

SUMMARY

Accomplished professional with experience in International Business Development & Marketing for EPC projects. Includes Proposal Management, Market Analysis, budgeting, techno-commercial evaluations, risk analysis & mitigation, local liaison, asset identification, personal level networking, competition assessment & gathering pertinent information in the International market, SCM & project management support.

A comprehensive approach to Business Development, Project Management and SCM support also comes from Entrepreneurial experience of 02 years under guidance of Ex PSU Alumni turned independent consultants. Well apt with modern day software and tools including but not limited to the Microsoft Office Suite, MS project and MATLAB & SAP. Current territories assigned are Africa, Middle East, Eastern Europe and CIS region.

WORK EXPERIENCE

- ❖ **Kalpataru Power Transmission Ltd (KPTL), Mumbai, India** (July 18, 2016 – Present)
Sr. Engineer – International Business (TLI-Substations)

Responsibilities:

Business Development: Spotting New Business opportunities globally, developing annual business plans, forecasts & monitoring, analyzing business trends, developing new business territories / sectors, finding suitable JV/Consortium partners Globally, Executing JV/consortium agreements, Agreements with vendors / sub-contractors / third parties. risk analysis & mitigation, Techno-Commercial & Legal evaluation support for Bid projects, Contract negotiation, Budget control & monitoring, Assisting BU Head in formulating strategy for Business growth.

Project Management & SCM: Supply Chain Management support, Logistics support, Vendor Management, Co-ordination with Client consultant and vendors, Factory Acceptance Tests / Inspections. Negotiation & finalization of subcontractors and electrical substation equipment (Power Transformer, Reactor, CB, Disconnector, CT/PT/NCT, MV/LV, DC System, Steel Structures, etc.),

1. 220/110kV Chintala Substation Expansion Project, Afghanistan.

Project Value: US \$9.54 Million.

Client: Da Afghanistan Breshna Sherkat (DABS), Afghanistan

Consultant: SMEC Holdings Limited, Australia

2. 225/90kV Abong Mbang, Bofussam, Bekoko and Ahala Substation Project, Cameroon.

Project Value: US \$23.00 Million.

Client: Minister of Water Resources & Energy (MWRE)

Consultant: Tractable Engie, (GDF-SUEZ Group).

- ❖ **RABHCO Projects, New Delhi, India** (June 23, 2014 – July 15, 2016)
Independent Consultancy Services – Engineering Projects (Oil & Gas / Power)

Responsibilities: Business Development & Communications, Project Planning, Proposal Making, Developing business plan, analyzing business trend in Oil & Gas and Power sector. Public Relations & networking with the Government Officials. Vendor Management. Project Feasibility & DPR preparation support. Dealing with regulatory authorities.

Worked closely with various consultants from reputed Indian PSUs.

Few Clients mentioned below.

1. M/s SUSGEN India, (M/s Anjaneya Project) Vadodara, Gujrat.

Position: Business Development & Project Management Support (Asst. Consultant).

Responsibilities: Identifying market opportunities, Making Business Annual Plan, Meetings / Dealing with related government bodies such as NTPC, IOCL, BORL, BPCL, GSPC, GSECL and IPPs ADANI, CLP, TATA Power etc.

2. M/s DAIZ Solar Inc. Gurugram, Haryana

Position: Business Development manager (Consultant).

Responsibilities: Identifying market opportunities, Making Business Annual Plan, Meetings / Dealing with related government bodies such as MNRE, SESI, HAREDA, UPNEDA, RRECL for Greenfield solar projects.

3. M/s BRD Consultants, Ranchi, Jharkhand

Position: Business Development & Project Management Support (Asst. Consultant).

Responsibilities: Identifying market opportunities, Making Business Annual Plan, Meetings / Dealing with related government bodies such as Ministry of Steel, Ministry of Mines, SAIL etc. for mining projects.

4. M/s Manas Consultants and Engineers, Agra, U.P.

Position: Business Development & Marketing (Consultant).

Responsibilities: Identifying market opportunities, Making Business Annual Plan, Meetings / Dealing with related government bodies India Railways, IRCON, Jaipur Metro, NHAI, NBCC, PWD for Infrastructure projects.

INDUSTRY EXPERIENCE (Internship & Training)

- ❖ **National Thermal Power Corporation (NTPC) Badarpur, New Delhi, India** (May 07, 2013 – June 06, 2013)
- ❖ **Power Grid Corp. of India Ltd.(PGCIL), Agra, India – 765kV Substation** (May 27, 2012 – June 22, 2012)

AWARDS & ACCOMPLISHMENTS

a) Kalpataru Power Transmission Ltd., Mumbai:

- ❖ Identified & Introduced highest (3 No.s) of JV partners for various projects and upcoming business opportunities globally, valued approx. USD 150Mn.
- ❖ Spotted business opportunities (Tenders) valued approx. USD 1.2 Billion.
- ❖ Efficiently handling Afghanistan substation project, managing supply chain and dealing with uncertainties in project while Afghanistan being a sensitive country.

b) RABHCO Projects:

- ❖ Established cordial business relationship with various Government bodies, Ministries, regulatory bodies, public and private sector organizations in the field of Oil & Gas and Power, Mining and Infrastructure.
- ❖ Established good personal contacts in Middle East and Africa region and gained on hand business exposure.
- ❖ Identified solar projects of 5MW (Greenfield & Solar rooftop) for m/s DAIZ Solar, Railway station Building design and Jaipur Metro design project for M/s Manas Consultant,

c) During Studies at University:

- ❖ Lead Event Organizing member for International, National, State and University Level Events such as IYF World Camp -2013, State Level Parade-2013, NSS Day Celebration Festival, Voters Day Rally & Event, and University level robotics events- 2012
- ❖ Participated in International, National, State and University Level Events such as International Congress on Renewable Energy (ICORE), Regional Science Congress, Indian Science Congress (99th ISC), Solar Energy Society of India (SESI) and Red Cross Society.

WORKSHOPS ATTENDED

- ❖ MS Excel & PowerPoint Advance Learning Program at KPTL, Mumbai.
- ❖ Commerce for Non-commercials at KPTL, Mumbai.
- ❖ Substation training workshop at KPTL, Mumbai.
- ❖ Effective Business communication by IIM professionals at KPTL, Mumbai.
- ❖ Logistics & Supply Chain Management for professionals at KPTL, Mumbai.

HIGHLIGHTS

- ❖ **Technical Skills:** - MATLAB, PLC & SCADA, Various basic business tools
- ❖ **Software Skills:** - MS Office, MS Project, Windows, C
- ❖ **Language Skills:** - Fluent - English, Hindi, Sanskrit, Punjabi; Basic - Rajasthani, Marathi
- ❖ **Hobbies:** - Writing Poetry, Social Works, listening music, Interacting with people
- ❖ **Interests:** - Fine Arts, Social Services
- ❖ Good Analytical and presentation skills.
- ❖ Strong written and verbal communication skills.
- ❖ Ability to interact with diverse set of people.
- ❖ Able to perform under pressure and Team-worker.
- ❖ Quick learner with "To Do" attitude.

Countries Visited : South Africa, Botswana.

EDUCATION

| | |
|-------------------|---|
| Pursuing | Post Graduate Diploma: International Business Operations (PGDIBO) Indira Gandhi National Open University (IGNOU) – New Delhi, India |
| May, 2014 | Bachelor of Technology (B. Tech.): Electrical Engineering KIIT University – Bhubaneswar, Odisha, India Graduated with a CGPA of 6.88/10 (68.80%) |
| June, 2009 | Higher Secondary Certification (Std. XII): Science St. Kabir Convent School – Bathinda, Punjab, India Passed with 66.20% from CBSE Board |
| June, 2006 | Secondary School Certification (Std. X): Elementary Subjects LCM Secondary School Rajakhara - Dholpur, Rajasthan, India Passed with 69.50% from Rajasthan State Board (RBSE) |

REFERENCES

- ❖ **Mr. Ashwani Soni**
Ex. Director Projects, Engineers India Ltd. (EIL), New Delhi
M: +91 98106 59010
- ❖ **Mr. Amogh Nawathe.**
Managing Director – Drake & Scull Water & Energy India Pvt. Ltd. – Gurgaon, New Delhi NCR.
Ex. Sr. VP Substations & Tower Sales – Kalpataru Power Transmission Ltd. Mumbai.
M: +91 98209 14630

❖ **Mr. Sukanta Chattopadhyay**

Sr. VP, Commercial – Kalpataru Power Transmission Ltd. – Mumbai, Maharashtra.
M: +91 79809 94541

❖ **Mr. Arun K. Sinha.**

General Manager, Business Development – Nagarjuna Construction Company (NCC), New Delhi.
Ex DGM, Engineers India Ltd (EIL) - New Delhi, India
M: +91 99906 80283

❖ **Mr. Ashok K. Verma**

Zonal General Manager, Risk Management – Gas Authority of India Ltd. (GAIL), New Delhi.
M: +91 97170 04811

❖ **Mr. Manjit Singh**

Ex Member - Power, Central Electric Authority of India (CEA) - New Delhi, India
M: +91 98190 64946