

DIVYKANT VISHWAKARMA

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Professional Experience

Fourth Partner Energy Private Ltd.

Assistant Manager – Business Development

January 2016-Present

- Heading the team for documentation management and business development related activities with SECI/MNRE/SNA(s) (HAREDA, JREDA, UPNEDA, RRECL etc.) for sanction of projects, completion of projects and release of payments and subsidy.
- Responsible for liaisoning and coordination with the PSU(s) Authorities for their Solar Projects & handling them independently, resulting to play a strong role in the growth of the business of the organization.
- Responsible for statutory approvals from the state/local DISCOM and the Electrical Inspectorate for the same states. Heading the team for Net Metering and approvals from Electrical Inspectorate for the projects majorly in states like: Delhi, Uttar Pradesh, Haryana, Rajasthan, Jharkhand, and other states (North India).
- Understanding the tender requirements both technical and commercial. Ensuring the project execution and documentation as per the tender requirements as a part of compliance, smooth execution and ensuring timely payment collection.
- Cross functional coordination with other departments – Sales, Procurement, Quality, HSE, Services etc. for timely completion of projects and to ensure if the firm's policy is being followed strictly.
- Excellent knowledge and responsible for documentation management for projects PAN India as a part of Business Development and Risk Management for the organization. Have been a part of the due diligence team for necessary preparations on documentation part for the audits.
- Management of web portals – SECI, SPIN, HAREDA keeping the firm updated in terms of submission of project details to the ministry/government organizations.
- Regular tracking, updating and sharing of solar policies/regulations regularly for installation solar power plants for different states within the organization and acting as a knowledge center for the organization for the subject.
- Marketing of organization through print media, presentations, exhibitions, market survey, customers' feedback etc.
- Responsible for design development and verification as per requirements/feedback of the business partners & valuable customers.
- Identifying, developing and managing channel partners to ensure complete market coverage across all sectors.
- Responsible for monitoring and driving the revenue growth through payment collection and ensuring customer satisfaction.
- Active role in making process flows to be introduced within the organization and ideas on innovation, critical thinking and development.
- To help the top management for developing the business strategy after getting the business feedback of the related business competitors.
- Hands-on and expertise in design of solar power plant.

Agni Automation Pvt. Ltd.

Project Engineer

August 2014 – December 2015

- Worked as a Project Engineer and was responsible for end to end project execution.
- Was responsible for installation of Astronomical Street Light Controller in 400 KV Switch Yard Project in Murad Nagar, Ghaziabad.
- Live exposure and expertise in Optical Fiber Communication.

Academic Qualification

Maharaja Agrasen Institute of Technology, Delhi (Affiliated to: Guru Gobind Singh Indraprastha University)

B. Tech, Electronics and Electrical Engineering – 70%

May 2014

Greenfields Public School, Delhi

All India Senior Secondary School Examination – 70.2%

March 2010

DLF Public School, Sahibabad

All India Secondary School Examination – 90.2%

March 2008

Short Term Course

- **Energy Storage for Solar PV - Indian Institute of Technology, Bombay** (Continuing Education and Quality Improvement Programme) November 2018

Diploma/Certifications

- Diploma in AutoCAD [2D and 3D].
- Certified Design Engineer for Solar Power Plants.

Projects and Industrial Trainings

Major Projects in Engineering:

- Wi-TiCity: The idea of using strongly coupled magnetic resonances to wireless transfer power over large distances was successfully demonstrated through a model.

Minor Project Work:

- Automatic Solar Water Pump – Microcontroller based automatic water pump powered by electricity generated using solar energy. A model with backup solutions as well.
- Street Light Automation – Designed a circuit to automatically switch on light at night and switch off the light in the morning when natural light is available.

Industrial Trainings:

- A 2-week certification program in SCADA and Metering Technology from BSES in 2013.
- 4-week training in 2013 on Electrical Distribution system in Delhi from BSES (BYPL).
- 6-week training in 2012 in IPGCL and PPCL under Generation and Transmission of Electricity.

Computer Skills

- Programming Skills: HTML, UNIX, LINUX, Database, C, C++.
- Software Skills: Autodesk AutoCAD, PVSYST, SketchUp, MATLAB, LADSIM, Adobe Photoshop.

Presentations and Exhibitions

- Leading role in marketing of organization during events and expo organized every year. Represented the organization in the 2nd Solar India Expo 2017 held at Pragati Maidan in May'17, May'18 and in the RE-Invest 2018.
- Have conducted conferences sessions on Net Metering policies and guidelines in different districts of Haryana with DISCOM in coordination with HAREDA (the state nodal agency in the state of Haryana).
- Represented the organization at the Roundtable discussion on 'Renewable energy onsite generation and use in buildings' held at India International Center, New Delhi organized by Prayas (Energy Group) in October, 2016.

Awards and Achievements

- Awarded with 4PEL excellence award for outstanding performance throughout the year.
- Awarded as the Star of the Month in October' 17 in Fourth Partner Energy Pvt. Ltd.
- Recognized as 'most travelled employee' during Fun Awards at Fourth Partner Energy Pvt. Ltd.
- Have successfully commissioned a 150kWp Solar Power Plant at IILM, Ranchi as a project manager. The plant was successfully inaugurated and appreciated by the Honorable Minister of Consumer Affairs and Public Distribution, Sh. Ram Vilas Paswan.
- Have monitored and supervised the activities ongoing for successful commissioning of 300kWp Solar Power Plant at Ranchi University. Have been interviewed with Dainik Bhaskar, Ranchi for the same.
- Successfully managed to get the firm covered in Dainik Bhaskar, Ranchi newspaper for setting up 300kWp Solar Power Plant at BIT Mesra, Ranchi, Jharkhand.
- Designed walkway for cleaning and maintenance of solar power plant for two sites having raised structure and got appreciation from the organization for the idea.
- First prize on the cultural day held within the organization.
- Participated in ROBO-WARS in various institutes, secured third prize at BITS Pilani.
- Participated in interschool Orchestra competition twice (second prize) as a lead drummer.
- Bagged 1st prize in inter-house swimming competition in 2008 and third prize in swimming meet at school in 2009.

Extra-curricular Activities

- **Tree Plantation Campaign Management** – Leading role in plantation of trees at required and feasible identified places in a locality in collaboration with an NGO in August 2017.

At Maharaja Agrasen Institute of Technology, Delhi

- Worked on a remote-controlled robot applied with high torque DC motors and fitted with pneumatic system used to lift or flip the front object of limited weight, purposefully using pressure released manually by a switch.
- Regular participation in writing articles and debate competitions organized at school and college.

Hobbies

- Travelling and food innovations.
- Playing musical instruments like: guitar, flute and drums.
- Sports like football and table tennis.