

Curriculum Vitae

Devendra Sikarwar

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B. Tech (Electrical), EMBA (Strategy and Operations) IIM Kozhikode,
EMBA (General Management) IIM Shillong.



Profile Overview:

Offering **9 years + of experience in Business Development, Techno-Commercial, Strategy, Project Management of Solar Projects.**

Educational Background:

- Executive MBA in General management from Indian Institute of Management(IIM), Shillong, India (2015-16) –full time, 14 Months
- Executive MBA in strategy and Operations Management from Indian Institute of Management (IIM), Kozhikode Kerala, India (2013-2015) –Through Satellite Video classes, 2 Years.
- B. Tech. (Electrical & Electronics Engg.) from UP Technical University, Lucknow, India (2004-2008) –Full time, 4 Years.

1 month Training from MNRE, NIWE and Iacharya for “Solar Photovoltaic off-grid and On-grid: Design and installations”

Experience: Total – 9 Years +

1. HFM Solar Power Pvt Ltd, Delhi from April, 2018 to Present

Designation: Sr. Manager (Business Development)

- Leading Business Development Team for North India for consulting projects, solar roof-top On-Grid Projects under CAPEX/RESCO model, in commercial, industrial, institutions.
- Achieved 8 MW and PPAs signed in UP, Haryana, Rajasthan and Punjab in last quarter
- Costing of various rooftop projects for techno commercial proposal and negotiations.
- Coordinating with various state Renewable/state electricity boards for Liaozning, Policy.
- Presentation to various private/ state nodal agencies about company product and services.
- Technical evaluation, DPR, financial modelling, economic viability of solar roof top projects.
- Attending Seminars, Exhibition, Pre-bid meeting etc.
- Evaluation of various solar policy of MNRE/SECI and various state nodal agency of various states.
- Preparation of EOI and Proposals in coordinating with engineering team.
- Handling enquiries/Tenders, Preparation & Submission of Offer/ Proposal/ Tenders.

2. Susconnect Private Limited from May, 2017 to April, 2018

Designation: Asst. Vice President, Manager (Business Development & Project Management)

Roles:

- Leading Business Development Team For North –East and North India for consulting projects, Solar roof-top On-Grid Projects under CAPEX/RESCO model, Solar Off-Grid projects, Solar water Heater, Solar street lighting systems, Ground mounted Solar and small Hydro Projects.
- Business development of 2.5 MW level EPC of solar Rooftop projects in Assam.

- Power Purchase Agreement Signing for RESCO projects.
- Targeting Industrial, Commercial Institutes and Social sector for Solar roof-top On-Grid Projects under CAPEX/RESCO model, Solar Off-Grid projects in North East India.
- Executions of Solar roof top projects in North –East states in India.
- Procurement of Material for Solar On-Grid/ Off Grid Projects.
- Coordinating with various state Renewable/state electricity boards for Liaozning, Policy.
- Presentation to various private/ state nodal agencies about company product and services.
- Technical evaluation, DPR, financial modelling, economic viability of solar roof top projects.
- Attending Seminars, Exhibition, Pre-bid meeting etc.
- Evaluation of various solar policy of MNRE/SECI and various state nodal agency of various states.
- Project management of various rooftop solar projects in Assam in the capacity of 500 kw. .
- Preparation of EOI and Proposals in coordinating with engineering team.
- Handling enquiries/Tenders, Preparation & Submission of Offer/ Proposal/ Tenders.

3. **CES India Pvt. Ltd. (Subsidiary of US MNC Jacobs Engg. Group),** Kolkata/Gurgaon, India - from November, 2011 to June, 2015 (44 months)
Designation: Project Manager, Technical Consultant, Sr. Engineer

Roles:

- Business Development for consulting projects/PMC of renewable energy projects.
- Consulting of various Solar projects
- Lead of Project Management Consulting (PMC) projects of Solar projects which include all analysis.
- Understanding various Government guidelines related to renewable energy and various involvement of various agencies.
- Business development of Power SBU from bidding to winning in terms preparation, negotiation with clients, tender documents, signing contract agreement, letter of award etc.
- Research report on economic viability of Renewable energy projects
- Carrying out Inspection on behalf of Ministry of Power(MoP) for Power Distribution Infrastructure and sub-stations.

4. **Rural Electrification Corporation Ltd.** (A Govt. of India Enterprise), New Delhi, India - from Aug., 2008 to November, 2011. (38 months)
Designation: Engineer

Roles:

- Evaluation of technical bids, preparing tender documents -NIT, EOI for quality monitoring agency.
- Monitoring and review DPR of De-centralized distribution generation (DDG) projects and funding from REC under RGGVY.
- Preparation of EOI and Proposals in coordinating with engineering team.
- Handling enquiries/Tenders, Preparation & Submission of Offer/ Proposal/ Tenders.
- Follow-up with various government and private clients for various projects.
- Visiting regularly to various regular and potential customer who can convert into good sales.
- Inspection of Electrical Major materials under Electrification programme in India.
- Execution of Distribution infrastructure in Hilly terrain through DDG schemes.
- Value added services to client which helped retention of many business projects.

- Project Manager of various Project management consultancy projects under various state electricity Boards in various board like:
 - Quality Monitoring & Inspection of Power Distribution infrastructure including Sub-stations.
 - Monitoring of de-centralized generation power plants like solar, small hydro, biomass etc.

International Experience (4 months in China)

- Two Months **management study** at **Ocean University of China, Qingdao, China**
 - Understanding about the Culture, History, economy, financial management, marketing trends in china.
- Two months **management internship** at **China Coal Mine construction Group Corporation Limited** (China State owned company) from May, 16 to July, 2016.
 - Business development research & vendor development in Mining sector in India.

Management internship:

Daikin Air-Conditioning India Pvt. Ltd., Gurgaon-From 21th Sept., 16 to 7th November, 2016 as management intern in **Marketing, sales and Management domain**.

Course of Independent Study:

Completed research report on ***"Growth of Non-non-Conventional sources in India and China from 2010-2015"***

Business Plan:

Prepared Business Plan under Exe. MBA on **"Micro Solar Power Generation"**

Key Achievements:

- Presented and Participated in International Event **"Young Researchers Symposium"** on **Sustainable Developments Goals (SDGs)** under **World Sustainable Summit, 2016 in New Delhi**.
- Got appreciated letter for the work and new idea in safety management in Intern Company in china.
- Got special sports award in china in Intern Company.
- Got **"Best Performance Award 2014"** for performing the best in the Power SBU
- Got first prize in **Health safety and environment** quiz and competition in year 2013.
- Completed 25 KM Running in Kolkata in year 2014.

Key strengths:

Eager to Learn, Self-motivated, entrepreneurial skills, Building Relationships, Hardworking, Persuasiveness.

Key Responsibilities at IIM:

Member of **Sustainability club, Alumni Relations, Hostel and Sports** Committees.

Personal Details

Gender- Male, married

Date of Birth – June 1, 1986

Home City: Baldeo, Mathura, Uttar Pradesh, India.

Languages: Hindi, English

Passport Number - L8381021

LinkedIn- [in.linkedin.com/in/ devendra-sikarwar](https://in.linkedin.com/in/devendra-sikarwar)

Declaration

I hereby declare that all information given by me above is correct.

Devendra Sikarwar