

CURRICULUM-VITAE

ABHISHEK KUMAR

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❖ **Career Objective:-**

Seeking a Sales and Marketing position with an organization where demonstrated skills in marketing, sales and administration can be used to increased profitability and promote growth.

❖ **Work Experience:-**

Current Job Details:-

Company Name: Technology Products, Gurgaon

Designation: Marketing and Technical Sales Engineer

Duration: 1st October, 2017 to till date

Company Profile: Technology Products established in 1988 started its journey by **designing and manufacturing of High Voltage Testing & Measuring & safety equipment** including import substitute engineering products. We have been catering almost all the power companies in India and have completed more than 175 projects in the field of Testing, Measuring, and Condition Monitoring & Electrical Safety in India & Abroad.

Seeing the huge demand & necessity in the field of renewable energy, we decided to venture into Solar Thermal & Solar Power Generation. Since **last 2 years** dealing into high quality products such **Complete Solar Power plant On Grid / Off Grid, Inverters, Charge Controllers and High Efficiency Water Heating System**. Currently Distributor of **DASS Tech, South Korea** for **On-Grid String Inverter** range from 3KW-100KW.

Job Profile:-

Solar Project:-

- 1) Inverter-** Sales and marketing of all the range of products in India especially in Punjab, Haryana, J&K, Rajasthan and other part of south India and install approx 100KW till date.
 - Execute marketing strategies for business by advertising local in newspaper, print and mail out creativity to client.
 - Marketing Strategy maker in solar power sector and all type of solar products.
 - Delivering marketing and sales presentation to new and existing clients.
 - Drove the entire sales cycle from initial client engagement to closed sales.
 - Built and maintained relationships with clients and proposals according to their needs.
 - Implements in marketing resulting in market awareness and client.
- 2) Solar Rooftop and Ground Mounted -** Detailed Engineering for Rooftop PV System and Ground Mounted PV system (both off grid & On-Grid).
 - Handle MNRE Client and state client.
 - Prepare a complete BOM based on project requirement.
 - To do market research and keep a tab on the Government & Pvt. Regulation on KW/MW solar business (ON GRID, OFF GRID, HYBRID).

Previous Job Details:-

1) Company Name: Gautam Solar Pvt Ltd., Delhi

Designation: Technical Sales Engineer (OEM)

Duration: 12th JULY 2016 to 23rd Sept2017

Company Profile: Solar manufacturing company active in the solar industry for last 18 years and 45,000+ Solar Street light installed in India. Have in-house manufacturing Production unit in Haridwar and R&D Centre-cum-Corporate office in Delhi and channel partner of MNRE having SP1A certificate that means have the highest certification of solar as per the government guidelines (MNRE).As the only integrated Solar system manufacturer in the country, we have the manufacturing facility for the following items at our different units in Haridwar:

- Solar Panels up to 325 Wp (IEC 61215 & 61730 & 61701 & PID tested by UL)
- Lithium Battery Packs & Flooded Tubular Lead Acid batteries
- Solar Lighting Systems including Street Lighting, Home lighting & Lanterns
- MPPT and PWM Charge controllers & Off-grid PCUs (upto 2500 VA)
- Solar Pumping Systems
- Solar Power Plants

Job Profile:-

Solar Project:-

1) Sales - Coordinate with OEM sales, Technical & Retail Sales Team and all type of all Solar Product.

- Selection of equipment /vendor according to design requirement.
- Prepare a complete BOM based on project requirement.
- Coordination & follow up for solar PV component quotation.
- Detailed Engineering for Rooftop PV System and Ground Mounted PV system (both Off grid & On grid)
- Analysis of solar power plant, Execution of training programs related to solar Photovoltaic.
- Government Policy (net metering, subsidy)
- Handle MNRE and State Level Client.
- Detailed engineering of PV Solar Module, Solar Street Light, charger controller and other product.
- Business Development and Sales for KW/MW Solar PV Project on PAN India basis.

2) Project Work-

- In UPNEDA for Installation of Solar Street Light Under GOVT. Scheme i.e Lohiya Vikash Yojna , Machha Vikash Yojan, Janeshwar Yojan and other and payment work.
- JAKERD Empanelment, CREDA Empanelment, OREDA Empanelment, PGVCL, PVVNL, HAREDA for installation and payment work.
- Marketing Strategy maker in solar power sector and all type of solar products.
- Doing more than 450 kW project (Domestic and Commercial).
- To do market research and keep a tab on the Government Regulation on KW/MW solar business (ON GRID, OFF GRID, HYBRID).
- Bidding and Tendering For KW/MW project
 - With E-procurement (state), PSU and Private Sector.
 - State Renewable Nodal Agencies- (UPNEDA, GEDA, PEDDA, HREDA, MEDA, OREDA, CREDA and other)
- Coordinating with Site Engineer and Design Team with R&D
- Strategy Planning for Acquiring more profitable business
- Detailed Site survey for design and installation of solar PV system
- Design & Sizing of solar panel, charge controller, inverter, batteries, ACBD box and all essential accessories.
 - Allocation of man power as per need.
 - Provide material to field engg. as per there demand.
 - Maintaining the daily report of compliant occur in system.

2) **Company Name: East India Technologies Pvt. Ltd., Greater Noida**

Designation: Maintenance Engineer

Duration: 10th Aug' 2015 to 15th Jan' 2016

Company Profile: East India Technologies Pvt. Ltd." started the manufacturing of EPS (Thermocol) in the year 1989. With over 25 years of experience & a huge facility of around 100,000 sq. ft & a designed capacity of producing 5500 metric tonnes of EPS per annum, East India is one of the largest processor of EPS Thermocol in India

Job Profile:-

- Checking the necessary parts of machines before start.
- Allocation of man power as per need.
- Control the machine maintenance losses.
- Maintaining the DPR file for daily basis.
- Checking of the tools and equipments on weekly basis as it should be in standard parameters.
- Reporting to the plant head in the evening for short discussion.
- Preplanning of the machine maintenance for the next day with Head of department.

❖ **Educational Qualification:-**

- Done B.tech in **Electrical Engg.** from Dr.K.N.Modi Institute of Engineering & Technology, UPTU Lucknow in 2013 with 67.18%.
- Done 12th in 2009 from CBSE Board with 60.00%.
- Done 10th in 2007 from CBSE Board with 62.80%.

❖ **Project:-**

- **Energy theft detection**

❖ **Vocational Training:-**

Underwent 2 weeks Summer Training (July-2011) at NTPC, Shaktinagar in Switch gear Panels.

- Underwent 4 weeks Summer Training (July-2012) at NTPC, Shaktinagar in Switch Yard.

❖ **Skills/Computer Knowledge:-**

- Certification course in Solar PV Installation and Designing from **PMKVY** Programme by **Smart Brains**
- Software Experience- MS office & MS power point.

❖ **Key Strengths:-**

- Time management.
- Punctuality.
- Ability to work under deadlines and challenges.
- Positive approach.
- Willingness to learn and a keen observer.

❖ **Extra-Curricular Activities:-**

- Event coordinator of Annual college fest **SPANDAN**, 2011
- Event coordinator of Branch club **ECOCA**, 2011-12.
- Represented School Team In **Cluster's Level Basketball** Tournament

❖ **Personal Details:-**

Name	:	Abhishek Kumar
Father's Name	:	Ram Murat
Mother Name	:	Sudha Devi
Gender	:	Male
Marital Status	:	Unmarried
Nationality	:	Indian
DOB	:	23 rd Feb, 1991
Interest & Activities	:	Playing basketball, watching movies
Languages	:	English, Hindi

❖ **Declaration:-**

I hereby declare that the information furnished above is true and correct to the best of my knowledge.

Date:

Place:

(Abhishek Kumar)