

CURRICULUM VITAE

PERSONAL DETAILS

Rajni Bala
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PROFILE SNAPSHOT

- B.tech(Computer Engineer)with experience in Solar Power Developer and solar EPC Company in India:
- Possessed key skill in following area
 - ~**Tendering & Bidding**
 - ~**Documentation Analysis**
 - ~**Financial Modelling**
 - ~**Regulatory compliance**
 - ~**EPC management**
 - ~**Tender Analysis**
 - ~**Open Access regulations/Power Trading**
- Skilled in executing & maintaining several multifaceted projects of system integration
- Proficient in preparing business reports with cost saving analysis
- A keen planner with skills in conducting market research & segmentation of the Renewable Business in different spectrums –Solar
- Strengths in managing clients and building healthy & long lasting business relations with the same
- Good understanding of Power trading and Open access
- Proficient in Client Management and Business Development
- PPA analysis of International Market ,Jordan

ORGANIZATIONAL EXPERIENCE

Orange Renewable Power Pvt. Ltd. ; Business Development (Solar) ; 7th Feb 2016 to Till Now

My role is to bring new Solar Business to organisation by taking participate in Tendering activities of SECI, NTPC , state related Bids and in international market.

- Targetting and Tracking Opportunities in international market
- Tender Analysis ; Study of RfS , PPA and other Documents
- Preparation of IC Note and Presenting to Management for investment
- Energy/CUF Analysis
- Attending Pre Bid Meetings and raising queries pursuant to Bid favourable toSolar Power Developer
- Power Sector regulation
- Documentation Analysis ; LOI, Financial Closure Documentations
- Cordination with Financial Institution
- Participating in reverse auction for solar bidding
- Submission of EOI for Solar tenders prevalent in International Solar Market
- Keep Track of Upcoming Solar Bids of Indian and International Solar Market
- Attending Meetings with MNRE , SECI & other Nodal Agencies Personnel
- Open Access Regulation/Power Trading Analysis in case of third Party PPA.
- Track recording of Bid results of NSM Scheme and State Bids.

Sukam Power System Private Limited. ; Business Development ; From July 2013 to 30th Jan 2016

My primary responsibilities and my current position relate to business development in northern region.

In My current position the key result area are as under:

- Client acquisition
- Bid advisory
- Document management and analysis
- Requirement analysis and proposal preparation
- Client support during pre bid and post bid stages
- Proposal related to EPC management and EPC execution
- Data gathering and analysis related to pricing competition and industry trends
- Support related to all aspect fm sensitivity analysis and assumption management
- Acquisition of Open Access Client in India

Bhai Gurdas Institute of Engineering. ; Lecturer ; From July 2011 to 30th June 2013

My primary responsibilities and my current position relate .

In My current position the key result area are as under:

- To handle the Data Communication, Data Base System, Operating System, System Programming.
- To handle all industrial and IT projects.

ACADEMIC DETAILS

- **B.Tech. (Computer Engineering)** from Indo Global Collge of Engineering, Chandigarh in 2011 with 75%.
- **12th** (PSEB) from Govt. Girls Senior Secondary School in the year 2005

ACADEMIC PROJECT

- Online Banking System(JAVA)
- LAN WAN Connectivity
- Library Management System

KEY RESPONSIBILITY

- Handling techno-commercial team in solar division for bringing new projects and execution of existing projects.
- Activity Co coordinator for Tech Fair 2012 at B.G.I.E.T, Sangrur.

SKILLS

- Power Point Presentation
- MS- Excel
- MS Word
- Financial Modelling using Excel
- PVsyst, Solargis