



ARPIT SAXENA

Sales | Project Management | Electrical Auditor

Location Preference: India and Overseas

Achievement-driven professional targeting assignments in **Sales & Marketing** and **Business Development** with a leading organization of repute in **Solar industry** preferably **India and Overseas**

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Sales/Business development Manager
Stallion Group Of Company,
Abuja Nigeria

Personal Details

Date of Birth: 1st February 1989

Languages Known: English and Hindi

Permanent Address:
Madinath Behind Hanuman
Gari, Bareilly- 243001 U.P.

Local Address: Plot 225, Honda place, CBD Abuja, Nigeria

No. of Dependents: None

Visa Details: Resident Permit for Nigeria and US B1B2 Visa

Driving License: Indian and Nigeria

Marital Status: Single

Nationality: Indian



Profile Summary

- An Ambitious professional with **nearly 6 years** of experience in **Sales & Business development**.
- Currently with **Stallion Group of Company, Nigeria** as **Sales Manager/ Business Development manager**.
- **Expertise in achieving sales target** for business through market mapping, lead generation, maintaining sales operations as well as servicing existing customers
- **Capable in conducting market research on markets and competitors;** submitting detailed reports basis analysis of complex data and numbers
- **Contributes in target setting and achievement of sales volumes,** collections, and profitability and cost objectives for the assigned territories
- **Proficient in building and managing relationships** with clients thereby working with them for achieving their strategic objectives & goals
- Experience professional for **Solar Photovoltaic MW/KW scale projects EPC sale, Solar Market research, EPC project end-to-end execution, LED/CFL lights of installation, technical recommendation for Solar MW scale project, Rooftop project, Solar Water Pumping System, Solar Water Treatment Plant** and solar PV product on the basis of project site
- **Skilled in managing project execution,** implementing plans & schedules for achieving the organisational objective resulting in profit maximisation
- Understanding knowledge in **PV system software and AutoCAD**
- **A keen communicator** with honed interpersonal, problem solving & analytical skills

Instant Engineering Services (P) Ltd. Delhi
as Energy and Safety Auditor

Stallion Group of Company, Abuja Nigeria, Sales/BD Manager

Jun'11 to Jun'12

Jun'12 to Sep'13

Since Nov'13

Career Timeline

Omang Technologies (P) Ltd., Delhi as a **Solar Project Manager**

Core Competencies

Sales and Business Development

Project Marketing

Project Management and EPC

Government Liaison And Regularity Work

Client Relationship Management

Estimation Budget & Cost Control

Bid Management

Solar plant Design



Organizational Experience

Stallion Group of Company, Abuja, Nigeria
Sales/Business development Manager
Since Nov'13

Key Result Areas

- Administering sales based on market research, network management and client references; planning and preparing approaches, participated in pricing and work order negotiations
- Directing cross-functional teams using interactive and motivational leadership; acknowledged for recruiting and mentoring leaders with an equal desire to win,
- Leading business planning and performance management of channel partners, including development and execution of joint sales plans, local area marketing, staff coaching, recruitment and hosting constructive meetings,
- Collaborating with assigned inside sales representative to develop an overall territory account plan to maximize opportunities and generating sales activity with customers and partners,
- Maximising sales opportunities, proactively, created new opportunities and achieved channel sales targets; developing and managing relationships with industry partners and working with them on business growth opportunities beneficial to all parties,
- Coordinating with Government ministry and agencies related to various operational issues and business,
- Managing Government work for the group,
- Preparing various sales strategies and implementing them to achieve the organisational objectives,
- Lead Generation and conclude various government Deal for other division of our group like Commodity, Auto, Fertilizer, Steel and IT division.



Products Handled:

Solar Off Grid & Grid connected power plant, Solar Water Treatment System, Solar rooftop Plant, Solar irrigation pump, Solar Street Light, Solar Water Pumping System, Solar panel, Inverter, Connector and Junction Switch Retail Sales, Channel sale and MW Scale Power Grid Connected System Sales, Other group's divisional product like Rice, Various brand Auto vehicle, Fertilizer, Steel

Significant Accomplishments:

- Initiated and managed qualified pipeline of coming on-board through effective territory management
- Developed and managed strategic partner programs leveraging channel sales and achieving an increase of qualified pipeline
- Expanded channel business by sourcing new partners and maintained efficient business relationships with existing partners to enhance profitability of business operations
- Provided inputs for developing a targeted value proposition for various segments of corporate users and client support to ensure a seamless experience; grew repeat business from existing clients
- Monitored channel sales, marketing & operational activities; implemented strategies to maximize channel sales & collections achieved resulting in increase in business
- Knowledge of Solar Player in India and Indian Solar Market
- Coordinated as an In-charge with the government including large scale deal with Nigerian Federal Government
- Organised government regularity work; implemented the cost reduction by the government officer
- Administered the operational issues which is related to the group
- Managed the sale of 2500 unit of vehicle to Nigeria police worth 500 million (Largest vehicle supply for country)

Omang Technologies (P) Ltd., New Delhi India

Solar Project Manager

Jun'12 to Sep'13

Key Result Areas



- Managed overall operations for executing projects within cost & time norms; participated in project review meetings for evaluating project progress
- Prepared project schedules and monitoring projects with respect to cost, resource deployment, time overruns and quality compliance to ensure timely execution of projects

- Supervised maintenance related tasks including planning, control & commissioning for achieving the planned periodic schedules and process control for production
- Performed planning for resource mobilization and manpower deployment; ensured the execution of projects within time, cost, budgetary & quality parameters
- lead generation of MW scale plant for our sister concern company
- Identified and developed new streams for long-term revenue growth and maintained relationships with customers to achieve repeat/ referral business
- Executed solar project from the initial stage till the end; managed sale, project management, payment confirmation, lead generation and client relationship management

Products/Projects Handled: Solar Home Lights, Solar Street Light, Solar water pumping solutions, Solar PV power packs for domestic/ industrial purpose, Rooftop PV solution for diesel abatement & complete turnkey solution for Grid interactive Solar Farm with long term operation & maintenance support

Instant Engineering Services (P) Ltd., New Delhi
Energy And Safety Auditor
Jun'11 to Jun'12

Key Result Areas

- Administered internal & external Ele Installation, HT/LT substation, APFC panels, Indoor outdoor illumination, protection devices
- Conducted electrical checks like load calculation, Megger Test and Earthling; regulated the irregularities related to various government and private institutions
- Developed engineering solutions to optimise energy practices and conducted Energy audits
- Established qualifying measures and techniques; evaluated successful measure implementation
- Identified potential energy projects, programs and initiatives; optimised facility operations to decrease the utility cost
- Ensured Electrical safety and Energy auditing



IT Skills

MS Office: MS (Word, PowerPoint & Excel)
 PV system software (Sound knowledge)
 Internet Applications
 AutoCAD

AutoCAD



Academic Details

- **MBA (International Business)** from Amity University, Noida India in 2016
- **B.Tech (Electrical and Electronic)** from MIT collage UPTU, Lucknow in 2011 year with 60%
- 12th (from JNSVM School Bareilly School, in 2006 year with 63%)
- 10th from JNSVM School Bareilly School, in 2004 year with 60%



Other

- Diploma in electrical System Design from ADD, Noida



Certification

- Certified in:
 - AutoCAD in Electrical system
 - Computer Application (C.C.A)