



PAWAN KUMAR

Dy. MANAGER, BUSINESS DEVELOPMENT – SOLAR EPC & IPP

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📍 Sukhdev Nagar, New Delhi, India



ABOUT ME

B.Tech with MBA (Power Management) having 5 years diverse experience assignment across industry (Engineering – Inspection MOP, Coordination Project – BHEL, MBA for Power sector expertise and Business Development – Sales Solar Project ECP & IPP along with Marketing activity).



SKILLS

CAPABILITIES

Teamwork
Communication
Finance-IRR,NPV

LANGUAGE

English
Hindi

SOFTWARE

Microsoft Office
PvSyst.
CRM Sales Force



HONORS

- WoW !! Card for dedicated performance
- Client appreciation



PROFESSIONAL EXPERIENCE

Dy. Manager- EPC & IPP

March 15, 2016 – Till date

PANCHAVAKTRA POWER LIMITED, GURGAON, INDIA

- Development of Business, Client Relationship Management, Strategizing for future business growth and expansion, Costing, Contracts Management, Negotiations and Financial Structuring to win clients in a competitive industry
- Managing Marketing activity Like- Exhibition, PR, attending Conferences & Pre Bid meeting.

Asst. Manager – Sales (EPC) August 10, 2015 – March 10, 2016

WAAREE ENERGIES LIMITED, NEW DELHI, INDIA

- Development of Business, Client Relationship Management, Strategizing for future business growth and expansion, Costing, Contracts Management and Negotiations.
- My responsibilities were to develop Utility Scale Solar Business and Financial Structuring to win clients in a competitive industry

Internship

June 22, 2014 – August 22, 2015

HINDUSTAN POWERPROJECT PRIVATE LIMITED, NEW DELHI

- Financial Modelling & Tariff Determination for Solar PV Plant Based on CERC Tariff Order and study of rooftop solar policies of different states

Inspection Engineer

January 04, 2010 – July 12, 2013

INTERTEK INDIA PRIVATE LIMITED, NEW DELHI, INDIA

- Inspection Engineer & coordination under RGGVY Project
- Project Co-ordinator under Indus Tower Project
- Project Co-ordinator under BHEL Project



EDUCATION

- MBA (Power Management) NPTI, FARIDABAD (June 2015)
- B.Tech (ECE) DBIT, DEHRADUN (August 2009)
- 12th (Science) Annada College, HAZARIBAGH (May 2002)