

Curriculum Vitae

Nishesh Pandit

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INTRODUCTION

With more than 6 years experience in Renewable Energy have worked with an entrepreneur spirit to develop and setup new businesses and products sales for the firms at international and national markets. Have worked in business development, marketing and sales roles for the India, Middle East and SE Asia Region with respect to Renewable Energy domain, Software and SaaS/IoT services and Power sector. From product to project sales, its presentation, delivery, finances and building relations with clients have managed most aspects of business sales cycle very well. Currently seeking a challenging and interesting senior position in the domain of energy and advanced technologies that provides opportunity for career advancement, exposure to sustainable business and society development opportunities.

EXPERIENCE

ORGANISATION	DESIGNATION	DURATION
Indo-French Chamber of Commerce (QOS Energy)	Consultant- Business Development (BD) – India & SE Asia	August 2018 - Present
Meteodyn	BD Manager (India, ME and ASEAN)	July 2015 to June 2018
REConnect Energy Solutions Pvt Ltd	BD Manager (Western Region India)	Mid 2013 – June 2015
Wipro Eco Energy	Management Trainee - MBA Intern	May 2012- June 2012
Garware Polyester Ltd	Energy - BE Intern	June 2009- August 2009
Tejanand Industries Pvt Ltd- <i>Small Scale Industry</i>	Energy - BE Intern	Sept 2007- Oct 2007

EDUCATIONAL QUALIFICATIONS

PROGRAMME	INSTITUTE	BOARD/UNIVERSITY	YEAR	CGPA
M.B.A (Energy & Environment)	Symbiosis Institute of International Business, Pune	Symbiosis International University	2013	2.890(4)
B.E (Electrical, Electronics and Power Engineering)	Government College of Engineering, Aurangabad (Autonomous)	Dr. Babasaheb Ambedkar Marathwada University	2010	7.094(10)
H.S.C	Happy Model Higher Secondary School	J&K Board of School Education	2006	66.33%
S.S.C	Happy Model Higher Secondary School	J&K Board of School Education	2004	90.4%

MANAGEMENT & TECHNICAL SKILLS

Domain Expertise	Renewable, wind and solar, IoT, Policy & Regulations, SaaS services, Software's, Smart grid, Storage, Electrical, Power, Electrical Engg., Energy Efficiency
Management Skills	Business Development, Sales and Marketing, International sales, Relationship management, Project management, Planning & Strategy, Consulting, PPA, contracts
ISO Certifications	ISO 50001(Energy Management System) & ISO 14001(Environment Management System)
Technical Skills	Renewable Technologies Expertise, IT technologies, Project development, Reports and Analysis, Energy Management, Power Market Expertise

WORK PROFILE

Aug 2018 - Present	Indo-French Chamber of Commerce (QOS Energy) Consultant – Business Development India	(For QOS Energy- French Firm) <ul style="list-style-type: none">• <i>Developing QOS Business in India and SE Asia for Renewable (Solar and wind) Energy Portfolio Management</i>• <i>Managing and relationship development with leading IPPs, EPC, Developers, Asset Managers, Investors, etc.</i>• Represented and lead company at various national and international events and conferences• To build business expansion and growth strategies – to drive sales• To develop and manage new & old clients acquisition(IPP's, developers,etc) & relationship building• Annual budgeting, strategy, targets , product developments and business planning• Draft to deal -Presentation, pitching, proposals, finance, contracts , sales negotiations, technical analysis
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July 2015
- Present

Meteodyn, (Reporting to CEO France) - French firm
BD Manager (India, Middle East and ASEAN)

- **Developed and setup Meteodyn business in India, ME and SE Asia region for the sale of its products, services and consulting in Renewable domain (Wind and solar)**
- **Key account management and Working** with the leading Renewable firms, Developers, EPCs, IPP, Educational Institutes, Developers, Investors, associations and government bodies, etc
- **Identifying new business opportunities** and to scale up the old clients sale
- **Engaging discussions and building relationship** with clients at national and international level
- **Represented, lead, and marketed company at various national and international events , trade events, conferences** like AWEA, EWEA, MENASOL, INREC, REI, INTERSOLAR, etc
- **Developing Marketing Strategy, Market research and assessments**
- Organising and conducted **presentations, trainings, seminars and expert discussions** for clients
- **Setting up and strengthening international partnerships** and distributorship
- **Access national and international renewable policies analysis, regulations and market trends** identification in emerging markets to expand the business and strategise
- **Development and implementation of Marketing Strategy-** including campaigns, events, seminars, trainings, branding for company products promotion
- Setting up **new product and project** strategy and execution plans
- Annual **budgeting, strategy, targets and business planning**
- **Collaborate with international teams, monitor sales and growth, CRM**
- Developed proposals, contracts, negotiated terms and conditions, and implemented contractual **agreements** with accountability for delivering strong financial and technical results
- **Drafting proposals, discussions and negotiations, working on RFP and RFQ**
- Project consultation and work **study, technical analysis, financial analysis, reporting and full proposal** development.
- Deal with finances in **AEP calculation**, service pricing and power pricing and sales
- Dealing and working with **wind and solar associations and government bodies** on regulations, project submissions, approvals and consulting like NIWE, AWEA, IESA, NISE, SECI, MNRE, SERIS, DEWA
- Executed and spearheaded internal and external **business strategies** to optimize customer relationships
- Monitor market and competitor strategy
- **Maintaining Public Relations(PR) & communications**– with media, online media, Magazines, etc
- **Team work, decision making, management, coordination and communication**

Key Projects:

- A. Product sales Project with Indian Wind MNC
- B. Project sale and consultation Project with Middle East Government project on smart grid aspect
- C. Project with South East Asia Government and Research Institute

Dec 2013
- June 2015

REConnect Energy Solutions Pvt. Ltd., Mumbai (Reporting to Director India)
BD Manager (Western Region , India) :

- **Developed and setup Reconnect Business** in West India for Power and Renewables Sales.
- Renewable Energy: Open access, Renewable power sale and purchase, Renewable Purchase Obligation, Solar Roof top, REC for **Western Region India**
- **Represented, lead and marketed** company at various national events
- **Business development and relationship development** via Corporate Marketing/Communication, Meetings, Conference and Event Management with potential Industrial Clients, Government Officials, Academia etc
- Responsible for awareness through blog, seminars, research paper, online tools, excel tools and client interactions on energy domain across various sectors of industries
- Develop strategies for **new business initiatives** and new verticals in the organisation
- Marketing and **creative designing** of new products.
- Securing approvals and permits from government bodies at state and country level.
- **Working together with team**, support and decision making
- **Green and brown power sales with regulatory liasoning and documentation.**
- Attend meetings for **Analysis, report writing and presentation** for the projects

- **Regulatory updates, orders/policy reviews with state** and central policy changes associated with various government and private agencies in energy sector like **MEDA, SLDC, MSEDCL, NLDC, GEDA, PXIL** etc
- **Project analysis** for projects of 1 to 10MWs solar projects
- **Consultation on open access, solar rooftop, DSM, SSM and forecasting**
- Collecting & Analyzing competition intelligence and Tracking **Market Intelligence**
- **Demand side analysis** for energy consumption and technical analysis for purchase of power
- **Worked on rooftop and land based projects in solar and wind**
- **Techno commercial reports, PPA, contracts**, proposal/contracts and deal negotiations
- **Power generation energy cost analysis, finances and sale**

Key Projects:

A. Worked for Business sale of power (renewable energy and non-renewable) to C&I players via IPPs in western India via open access including financial negotiation and technical presentation, contracting. Key players like Hyatt Hotels, Westin Hotel, ITC Group, HDFC Bank, TATA, etc

MANAGEMENT TRAINEE INTERNSHIP

May 2012- **Wipro EcoEnergy**, Bengaluru

June 2012 Project Title: New Business Opportunities via Renewable sales under Open access

1.“ **New Business Segment Analysis** by power procurement/sale from Independent Power Producers (IPP) through Open Access from different States of India ” like Karnataka, TN, AP, Gujarat, Maharashtra, etc

- **Market research** for new business opportunity in Power sector,
- **Regulatory and policy** analysis for new business development.
- Country level **policy implication, business opportunity , report for incentives and requirements** study and strategising, **Break-up Analysis of the Intra and Inter State Open Access charges**
- Development of **Renewable power sale and buy tariff** structures

2.“ **Developed a Sustainability model to calculate the reliability index of an utility system”**

- **Analyse and recommend** improvements on monthly **EB Bills, Monthly energy consumption**

RESEARCH PAPERS / PUBLICATIONS

- Research paper- **Estimating Employment Opportunities In The Indian Oil Industry During Post Reform Period** published by **Indian Society of Labour Economics (GOI)**, Varanasi
- Research paper- **Sculpture Your Employee in Emerging Economies** published by **Elsevier**, Pune
- Research paper- **Introduction, Concept and Methodology development of Tertiary Marketing Research** at **SCMHRD**, Pune

PROJECTS, ORGANIZATION SKILLS AND CERTIFICATIONS

- Developed reports, projects and models on **Smart Grid, Compressed Biogas Cylinders, Power Quality Analysis**
- **Organised Workshops, Trainings and seminars** at present and previous firms at domestic and international
- Event Organiser, Performer & Promoter - **CSR for Infosys , Branding for Woodland's, NGO's- SNEH Foundation, Nichket , Prayatan**
- **Certified in Wind software-** Metodyn WT, UW, Forecast. **Solar software-** Meteodyn PV, PVsyst
- **Certified in BEE- Energy Efficiency & Conservation , NIWE -Wind Energy Technology, ISO 50001, ISO 140001, AHA**

ACHIEVEMENTS AND EXTRA CURRICULAR ACTIVITIES

- **Two years consecutively** awarded as “**The 2nd most Talented & Versatile Youth of the Country**” by **Maruti Suzuki - Colors of Youth**, broadcasted on **Zee Business and MTV**, New Delhi
- Qualified for **India's Got Talent 4 and 7** for **creative painting** at national level **talent hunt show**, broadcasted on **Colors TV**, Mumbai
- Won various **National awards** for “**Business Plan Development**” on **Compressed Biogas Cylinders** including, **5th AI Gore Sustainable Technology Venture Competition**, at IIFT New Delhi, 2012, **Confluence** at **IIM- A**, Gujarat, 2012, **Samridhi** at **KJ Somaiya Business School**, Mumbai

- **Merit holder – 7th University** rank in **MBA- E&E**, SIU - Pune, 2011-13
- **Gold Medalist** in **4th International Art Competition** held at Korasala's Wonder Art World
- **Gold Medalist** at **National Science Congress** – Bengaluru & Guwahati, 2003- 05
- **Merit holder- 19th** state rank in **SSC**, J&K, 2004

PERSONAL INFORMATION

Languages	<i>Expert:</i> (English, Hindi, Kashmiri) , <i>Basic:</i> (Marathi, Punjabi, Dogri, Gujarati, Urdu)
Other Skills	MS-Project, Excel & Power Point
Hobbies	Customised and Creative painting, Trekking, Table Tennis
Address	C/o BK Pandit, H.No. 4, Near Guru Nanak Public School, Talab Tillo Camp, Jammu, J&K, 180002
Date of Birth	29 January, 1988
References	Prateek Vyas- Manager at Bloom Energy– 07203 040225 Utsav Tayde – Consultant at CII - 086003 06589