**QUINTON GAVIN PEREIRA**

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**~ RENEWABLE ENERGY ENGINEERING PROFESSIONAL ~**

*Aspiring for a challenging position in an organization that offers me generous opportunities to explore & outshine in the field of* ***Solar PV Engineering, Sales, Marketing and Business Development*** *while accomplishing personal, professional as well as organizational goals*

**Career Profile**

A qualified and a seasoned professional offering **4 years** of experience in the **solar energy sector** with proven expertise in **design, engineering, sales, marketing and business development of renewable energy systems.** Presently spearheading functions with **Dhanashree Solar Enterprises, Mumbai as Deputy Manager (Sales)**

* Professional in handling Operations and Maintenance activities of over 2MW of roof top solar PV systems
* Demonstrated excellence in Operations and Maintenance activities of over 30MW of utility scale solar PV power plants
* Expertise in the design of over 25MW in rooftop solar PV systems and over 20MW in utility scale solar PV power plants
* Special proficiency in managing performance analysis and plant rectification for several MW plants
* Demonstrated ability in Business Development, Sales, Account Management, Client Management, Strategic Planning, generating and closing deals
* A proactive leader and planner with a solid track record that demonstrates self motivation,securing key accounts and increasing product distribution to grow market share
* Responsible in devising and implementing strategies to ensure smooth business operations, attainment of top-line/ bottom-line, promotion of products and achievement of business goals
* Expertise in creating innovative approaches that drive profitable revenue growth with our existing partners and through potential future alliances
* Outstanding success in building, managing team and maintaining relationships with key corporate decision makers, establishing large volumes, high profit accounts with excellent levels of retention and loyalty

**Key Strength Areas**

* Solar PV System Design
* Operations & Maintenance
* Performance Analysis of Solar PV Plants
* Techno-Commercial Operations
* PVSyst
* SolidWorks

**Sales & Marketing Skills**

* Sales Management
* Business Development & Expansion
* Market Research & Intelligence
* Digital Marketing
* Competitor Analysis
* Strategic Planning
* Executive Leadership
* Customer Relationship Management
* Team Management&Training

**Executive Accomplishments**

* Won Employee of the Year award in 2014
* Analyzed and rectified key problem areas in several MW power plants and improved generation
* Gained keen insights to the end-consumer’s behavior toward switching to better energy alternatives in India and the U.K.
* Developed a strong research base in the Indian renewable energy market

**Credentials**

**M. S c. (Renewable Energy Engineering)** from Heriot - Watt University, Edinburgh, U.K. in 2011

**BE (Mechanical Engineering)** from Don Bosco Institute of Technology(Mumbai University), India in 2010

**Certifications & Trainings**

* Grid Connected PV Systems Design, Global Sustainable Energy Solutions India, Delhi, Aug 2015
* Stand alone Solar Power Supply Systems: Design and Installation, Global Sustainable Energy Solutions India, Delhi, Aug 2015
* Solar installers’ workshop, Underwriters Laboratories & Iacharya Silicon Ltd, Mumbai, Apr 2013
* Comprehensive course in Piping Engineering, Indian Institute of Technology, Mumbai, Dec 2012
* Solar PV Training Workshop, Nirvana Foundation, Bangalore, May 2012

**Technical Skill Set**

* PVSyst
* AutoCAD
* Solidworks
* Sketchup
* SAM
* HOMER
* DiaLux
* Energy Plus
* MS Office

**Professional Contour**

**DHANASHREE SOLAR ENTERPRISES, Mumbai (Sept’15 – Present)**

**Deputy Manager (Sales)**

Key Accountabilities:

* Responsible for sales and designing and of Solar PV configurations, BIPV , Facades and ground mounted systems to consumers in commercial, industrial and residential sectors
* Preparation of techno-commercial proposals to various clients
* Proficient in using PVSyst, AutoCAD, Solidworks, Sketchup, SAM; Inspection and analysis of potential sites and report preparation
* Maintaining business with existing customers, as well as actively prospecting to develop new business
* Building relationships with strategic equipment suppliers for solar PV modules, inverters, balance of system components and serves as the key contact person
* Preparation of other technical reports and documents
* Keeping abreast of technology developments and identification of new products that they meet clients’ needs

**WAAREE ENERGIES LTD, Mumbai (Nov’13 – Mar’15)**

**Senior Engineer - Operations & Maintenance**

Key Accountabilities:

* Planning and development of Operation and Maintenance (O&M) programs which includes coordinating oversight of O&M activities, quarterly performance reports and site documentation for clients & internal use
* Responsible for in research and implementing the O&M practices
* Involved in activities entailing client and vendor liaising for each plant and improvement in generation
* Supervised maintenance activities such as tests, measurements, adjustments, and parts replacement
* Ensured smooth working operations by supervising the teams for conducting preventive, corrective and predictive maintenance of the different plant equipment
* Created SOPs and other technical documents
* Provided training to site engineers to improve plant performance

**Previous Experience**

**EXCELSIOR ENGINEERING SOLUTIONS, Mumbai (Mar’15 – Aug’15)**

**Market Intelligence Officer**

**SHARP ENERGY SAVINGS SOLUTIONS, Mumbai (Jan’13 – Apr’13)**

**Audit & Solutions Engineer**

**GATEWAY ENVIRONMENTAL MARKETING, London (Jun’12 – Sept’12)**

**Energy Efficiency Advisor**

**BRIDGE TO INDIA ENERGY PVT. LTD., New Delhi (Sept’11 – Mar’12)**

**Market Intelligence Consultant**

**Personal Specifics**

Date of Birth: 02nd February, 1988

Languages Known: English, Hindi, Marathi, French, German&Spanish

Passport Details: Number: N0543193, Valid Till: 17thJune, 2025