**CURRICULUM VITAE**

**MAHESH KR. GUPTA** ~Contact No. : 8470975034 ~ E-mail: [guptamah88@gmail.com](mailto:guptamah88@gmail.com)

**Career Objectives:**

To work in energy sector where I can use my skills to achieve the organization as well as my goals & get conductive environment to learn & grow. I am a fast learner, having good techno-commercial knowledge and always ready to take up new challenging assignments.

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| MBA – POWER MANAGEMENT  (2012-14) | National Power Training Institute, Faridabad  (Ministry of Power,GoI) | 78.20 % |
| B.Tech–Electronics & Instrumentation | Galgotias College of Engineering & Technology, Greater Noida/Gautam Buddh Technical University | 76.40 % |
| Class XII | B.N.S.D Shiksha Niketan Inter College, Kanpur / U.P.Board | 82.00 % |
| Class X | B.N.S.D Shiksha Niketan Inter College, Kanpur/ U.P.Board | 73.20 % |

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| Overall Work Experience : | 69 Months |

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| **Current Company : Rays Power Infra Pvt. Ltd. (Sr. Manager-BD)** |
| **Projects & Assignments done at current job : 1st April-2016 to till date (30 Months)** |
| * To find potential clients for EPC of solar PV system sales based on Capex/Opex model, Open-Access/ Group Captive- Ground mounted utility scale and leads generation, sending proposal, deal directly with clients, Managing Relationships and Partnerships- Local business partners, Key Regional Government Offices, client follow up, negotiation, closing deal, Documents handling from clients for RESCOs model. * Prepare Quotation, Key Accounting-MIS Preparation and Negotiate with B2B/B2G Customers, Payment Collections from power procurer, Regulatory Affairs. * Making relationship with vendors and channel growth partners in different areas for various solar products, Liaisoning with government bodies like Discoms in different states, MNRE, SECI, NISE, NTPC-NVVN, CEL, India-SME,NLC,RITES/REMCL/, RRECL, SAIL & State Nodal Agencies, Discoms of different states, Net & Gross Metering Document submission for different States-Delhi, U.P, M.P, Chandigarh, Punjab, Uttarakhand, Gujarat, Haryana & Rajasthan. * Represent the company in various national & International trade fairs, Exhibitions for Solar Power Projects, foreign investors/collaborators. * Tender Analysis/Bid Management; Study of RfS, Amendments, PPA and other documents. * Gathering competition info for key BIDS, Mapping competition activities in market with respect to pricings and customer acquisitions, solar rooftop policy analysis of different states, Blog-writing, making content for websites etc. * DPR Preparation for various commercial & CSR based projects. * Developed financial model for determining levelised tariff of KW & MW solar photovoltaic power plant. |

**Projects under Current Assignment**:

* 180 MW Open Access/Third Party Sale-Ground Mounted Project in Karnataka, 100 MW TANGEDCO, Open Access & Group Captive Project in Haryana & U.P
* 6 MW Sunethi Project, 5 MW Trident Group,7.1 MW RGS Solar, 10 MW Nahar Group & 8 MW Piramal Glass (Rooftop & Ground Mounted-Captive Power Plant)
* 12 MW Rooftop CAPEX and RESCO Projects-Garg Acylics Ltd., Shingora Textile, B&A Ltd., Rajdhani Group, Hero Moto Corp, Secure Meter, Kanodia Technoplast, ATS Group, Ganpati Plastfab, Mahakali Foods etc
* 4 MW under JREDA CAPEX Rooftop Projects
* 8 MW Rooftop CAPEX Projects in Gujarat and Uttarakhand under REIL for ONGC
* 4 MW Rooftop RESCO Delhi Jal Board
* 53 KW Allocated Under India SME in Jharkhand
* 7 MW NTPC-NVVN Rooftop Projects in 5 States
* 10 MW SECI RESCO Rooftop Project (Liasioning for identification of New Buildings in U.P,U.K,KA)

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| Previous Company: Solasta Solar Power Pvt. Ltd. | Designation: Business Development Manager  (1st June 2014-31st March 2016) |
| Roles & Responsibilities:   * To deal directly as well as through channel partners with clients for different solar products and applications like home lighting, Authorized Dealer of Alpex Module, Growatt and Fronius Inverter,   Solar water heater, Solar water pump, Solar Rooftop EPC & Ground mounted system.   * Taking care project from pre-sales till execution and handover, Bidding and tender analysis regarding EPC Solar projects under SECI, CEL & Different states E-portal Website. * Leads in Exhibitions, Trade shows, Liasoning with government departments, Procurement of Solar modules, Inverter and other BOS system. | |

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| MBA– SUMMER INTERNSHIP : June-2013 to Aug-2013 | |
| Vedanta Aluminium Ltd. | **Project: “Unleashing the potential of renewable energy to meet the RPO of captive power plant, VAL, Jharsuguda and study the RE potential of Odisha of with comparative financial analysis”.** |
| A live project of Vedanta Aluminium Limited, how to meet Renewable Purchase Obligation of (CPP)  VAL, Jharsuguda as per Orissa Electricity Regulatory Commission.   * To find the renewable energy potential as well as possible sites in VAL, Jharsuguda & Odisha. * Provide a comparative financial analysis of whether to purchase RECs or to set up its own RE Power Plant or to purchase power from RE Generators through PPA so as to meet current as well as future RPO. * Optimization of overall project cost to meet RPO. | |

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| Previous Company: Focus Energy Ltd. | Designation: Graduate Engineer Trainee  (1st June 2011-30th July 2012) |
| Roles & Responsibilities:   * B2B Marketing & Sales of solar products like distributed solar PV System, Solar home lighting, Solar Lantern, Street lights, water pumping, solar water heater, sensors, PLC and SCADA based system. * Micro and mini-grid village based project, Solar Rooftop/Ground Mounted System & Regulatory norms of wind and solar energy, Govt. liasioning with different department. * Preparing reports of day by day activities. | |

**PROFESSIONAL SKILLS:**

* Proficient in Private/Institutional/Government Client Management/MIS and Business Development
* Tendering & Bidding
* Government Liasioning
* Regulatory Affairs of Power Sector
* All Approvals related to Land and Solar Power Projects
* Technical Knowledge of Project Execution/Stages and Operation
* Open Access/Group Captive/Power Trading and Indian Power Sector Regulations
* B2B Sales & Corporate Negotiation
* Financial Modeling
* Knowledge of Renewable Energy Certificates/RPO Regulations/IEX/PXIL
* Project EPC/PPA Term sheets, Contract Management, Documentation Analysis & Drafting (All type MOU & other formats)
* Aware of complete steps and layout of Solar Module Manufacturing Process
* Strong Connection with the consultancies/Professionals/Channel Partners on Pan India Basis.
* Familiar with PV Syst, Helioscope, PV Planner, MS-Office Suite-Excel, power point etc.

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| **AWARDS / ACHIEVEMENTS:** |
| * Got 2nd prize in “**Business-Plan Competition**” (Conflux 2014) organized by Delhi school of Economics. * Secured 1st position in “**Best out of waste**” in REtopia 2013 organized by TERI University. * My articles on “**Indian Power Industry Analysis**” was selected among top three entries for INFINEETI magazine School of International Business, IIFT New Delhi | Kolkata * Secured 3rd Position in M.B.A, Power Management (NPTI,Faridabad) two year regular course. |

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| **EXTRA-CURRICULUM ACTIVITIES :** |
| * Volunteer for event management in “**Renewable World Conference**” & “**Accelerated deployment of Rooftop Solar PV System**” in New Delhi * Conducted “**Energy efficiency & conservation”** and “**Computer literacy”** campaign for NPTI. * Wrote articles on **“solar-rooftop: A key to sustainable development”** for Energetica monthly power magazine. * Organizing member of ***Gladiator’10*** *and* [***G-Quasar***](http://www.google.co.in/url?sa=t&rct=j&q=&esrc=s&source=web&cd=1&cad=rja&ved=0CCAQFjAA&url=http%3A%2F%2Fwww.facebook.com%2Fgquasar2012%2Finfo&ei=I-13UM2fPOPg4QSGqYCgDg&usg=AFQjCNEI38yFuAnueemClq23ejVSNYnnwA&sig2=_m2Wf2vxAD8nu0Lzly9Upg)***’11***–annual fests held at Galgotias University,Greater Noida. * Volunteer in the “***World Largest Human Blue Ring for Diabetes* *Awareness****”* at India Expo centre & Mart, Greater Noida (U.P). * Coordinator in one-day workshop on *“****Personality Re-engineering and Holistic Wellness****”* in   G.C.E.T,Greater Noida*.* |

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| **PERSONAL DOSSIER:** | |
| Date of Birth:  Gender  Language  Father’s Name:  Present Address: | 05- Aug-1989  Male  English,Hindi  Mr. Virendra Kumar Gupta  House No:126,Sector-38,Gurugram (HR) -122003 |

**DECLARATION:**

I hereby declare that above information is correct to the best of my knowledge and belief.

**DATE-**

**Place-** **NEW DELHI** **MAHESH KUMAR GUPTA**