Pankaj Thakur

B/309, First Floor, Chattarpur Extention

New Delhi

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## CAREER OBJECTIVE:

# To obtain a challenging leadership position in the field of business development while applying creative problem solving and team management skills acquired in my past work experience to achieve optimum utilization of resources and generate maximum profit for my new organization.

## ORGANISATIONAL EXPERIENCE:

**A) Organization Name : C&S Electric Limited**

* **Designation**  : Sr. Engg. Sales
* **Duration**  : Nov 2014- Present

## JOB PROFILE:

* Key Account Manager of TATA Power Delhi Distribution Limited, taking care of approval, tender filling, negotiation, order execution & payment collection for Medium Voltage Switchgear.
* Approval for Medium Voltage products in upcoming projects with Delhi based Electrical Consultants.
* Approval in Govt. Organisation like CPWD, MES & Discom.
* Dealing with CPWD and MES contractors for finalisation of various projects.
* Working closely with Real estate builders & contractors in projects related to commercial & residential projects.
* Supporting Tendering team in filling tender of Discoms such as PuVVNL, MVVNL, JdVVNL, JVVNL etc.

**A) Organization Name : Greenrise Renewable’s Pvt. Limited**

* **Designation**  : Business Strategist & Development Executive
* **Duration**  : March 2013- September 2014

## JOB PROFILE:

* Preparing sector specific strategies for generating sales in parts of Punjab, Haryana and Uttar Pradesh & NCR.
* Generating Lead in industries,petrol pumps,hospitals in Punjab ,Haryana & Uttar Pradesh
* Travelling to these places to give presentation to convert the deals.
* Providing financial & technical solutions to clients based on inputs from the EPC companies.

**C**) **Internship : Suntap Solar consultant**

* **Designation** : Solar Policy Research Analyst
* **Duration** :3 months

## JOB PROFILE:

* Research on solar policy declared by various state and central goverment.
* Making financial report on a solar project for HNI’s.
* Generating leads for solar project.
* Meeting HNI’s for invesment in solar projects in Rajasthan& Gujarat.

**D) Organization Name : M/s. Sharma Electrical Works**

* Designation : Engineer Projects
* Duration : 18 months

## JOB PROFILE:

* Finding industries with Medium Voltage equipments requirement in various places in North India.
* Tendering Costing of projects related to CPWD etc.
* Providing Support in tender filling & project execution within stipulated time limits.

## Projects Done in M.B.A. :-

* Complete marketing planning for Kellog’s.
* Complete financial analysis of Hindalco Industries Limited.
* Policies research in solar power sector at central and the state level.
* Future forecasting of REC potential in solar sector.
* IPO analysis of the retail sector as a whole and Shoppers Stop in particular.

## Academic Qualification:

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| --- | --- | --- | --- |
| **Degree/Certificate** | **Institute** | **Board / University** | **Year of Passing** |
| M.B.A.(Finance & Marketing) | IBS Gurgaon | ICFAI | 2013 |
| B.E.(Electrical Engg.) | Govt. Engg. College,Ujjain. | R.G.P.V. Bhopal | 2009 |
| XIIth | Delhi Public School | C.B.S.E. | 2003 |
| Xth | Delhi Public School | C.B.S.E. | 2001 |

## Awards/Achievements:

* Key Account Manger of TATA Power Delhi Distribution Limited
* Best performance award for year 2013-14 in Greenrise.
* Active participant in sports events in school and college.
* Was nominated for best SIP award in IBS Gurgaon.
* Got an award from visiting Deloitte team of experts in college.

## Hobbies/Interests:

* Net Surfing.
* Newspaper reading.
* Going on a walk.

## Personal Details:

Father’s Name : Radha Kant Thakur

Date of Birth : 16/03/1986

Gender : Male

Languages Known :Hindi,English

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