SIVAKUMAR A

ADDRESS, Mobile: +91 8190870766

NO.3/2,27TH STREET,

NANGANALLUR, Mail-id: sivakumarashokan@gmail.com

CHENNAI-600061

PROFILE:

A Solar professional with over 7.3 year experience in managing Projects, project Development and Sales AND Business Development, with an overall service perspective

Work Experience:

M/s.SOLGEN ENERGY Private Limited.

Designation: sales-project Engineer (DEC’2015-MAY2016)

ROLE:

* Generate solar energy customer leads to develop new accounts.
* Identifying sales requirements by establishing personal repo with Initiating talks and meeting prospects for business tie ups with their organization.
* Sending quotations and follow-ups for the Purchase Order, Understanding client requirements and building up good business relationship.
* Manage the entire sales cycle from lead/enquiry development, negotiation to close.
* Preparation of daily, weekly & monthly sales report & present it to management.
* Assisting in Digital Marketing Activities which include mass mailing as well.
* Provide customers with information such as quotes, orders, sales, shipping, warranties, credit, funding options, incentives, or tax rebates.
* Provide technical information about solar power, solar systems, equipment, and services to potential customers or dealers

M/s. SR Soltech India Private Limited (Channel Partners of M\s. Canadian Solar INC.)

Designation: Project Engineer (AUG’2014-NOV’2015)

ROLE:

* Conduct engineering site audits to collect structural, electrical, and related site information for use in the design of residential or commercial solar power systems.
* Design or coordinate design of photovoltaic (PV) including system components, for residential and commercial buildings.
* Create electrical single-line diagrams, panel schedules, or connection diagrams for solar electric systems using computer aided design (CAD) software
* Perform computer simulation of solar photovoltaic (PV) generation system performance or energy production to optimize efficiency
* Provide technical direction or support to installation teams during installation, start up, testing, system commissioning, or performance monitoring
* Develop standard operation procedures and quality or safety standards for solar installation work.
* Review specifications and recommend engineering or manufacturing changes to achieve solar design objectives
* Create check list for review or inspection of completed solar installation projects
* Being a channel partner of Canadian Solar, increased the avenues of sales in Indian market for them
* Operation & Maintenance Services
* Preparing the project schedule and monitoring it on field for a linear execution of project.

Significant Highlights:

* Successfully completed RFID Label replacement in Canadian solar panel in Karnataka 11.5 MW Tata solar parks (5 Days). And 2MW Solar park at Cuttack (3 Days)
* Prepared and Designed for detailed project report(DPR) Karnataka state government electricity board(BESCOM) at kolar Circle Division
* Involved to get the (Tamilnadu Generation and Distribution corporation )PPA Certificate From Tamilnadu government(for all level)

Pace POWER SYSTEMS PRIVATE LIMITED, BANGALORE-74,

KARNATAKA, INDIA.

A Sales, Cluster Lead Engineer (CLE), service and Testing.

SALES and Cluster lead enginner (MAY 2012 –july14)

ROLE:

* Solar Design or coordinate design of photovoltaic (PV) including system components, for residential and commercial buildings
* Provide technical direction or support to solar installation teams during installation, start up, testing, system commissioning, or performance monitoring
* Ensure that Po for current's months services are available and updated in Visual planner(VP)
* Track Revenue Assurance and escalate gaps to Circle Manager
* Confirm requisite supporting documents are available / being generated prior to billing request
* Ensure billing requests submitted before end of month
* Track receipt of invoices within 4 days of generation
* Update receipt into VP and provide likely collection date
* Submit invoices to customer will all requisite supporting and obtain committed payment date from customer
* To Attended tender in various department in TN Circle
* Appointing the Vendors for various works to perform parallel workings.
* Involved in finalizing Tenders and bidding meetings
* Heading Service Team to get continuous updates and flaws on every project

Cluster lead enginner-(february 2010 –MAY 2012)

ROLE:

* Provide technical information about solar power, solar systems, equipment, and services to potential Service Engineer

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| --- | --- |
| * Understand strengths and weaknesses of all reporting SEs | |
| * Publish monthly SE visit plan in VP to cover all SEs providing time to conduct at least 2-3 PMs and 1-2 equipment rectifications | |
| * Review SE performance in terms of discipline, documentation, knowledge and skill | |
| * Track vendor performance in line with POs issued | |
| * Update SE assessment in VP |  |
| * Monitor improvement in subsequent visits | |
| * Strictly follow safety instructions issued | |
|  | |

SERVICE ENGINEER (October 2009- february 2010)

ROLE:

* PMU Commissioning Fault rectification in Telecom Tower shelters up to 50KVA
* DC Energy Meter Commissioning in Telecom Tower shelters
* Battery bank commissioning and Fault rectification
* Diesel Generator (DG) fault rectification
* Attended Training program for solar Installation

TESTING ENGINEER (October 2008-NOVEMBER 2009)

ROLE:

* Tested and analyzed Power Management Unit up to 50KVA
* Done testing at various testing stages
* Done Controller testing
* Testing and Debugging the newly developed Power Management Unit
* Contributed as a trainer in testing
* Done other duties as assigned

ADDITIONAL KILLS:

TO ATTENDED SKILL DEVELOPMENT TRAINING PROGAGRAMME (ONE MONTH) ON SOLAR INSTALLATION IN GOVERNMENT OF TAMILNADU ENTREPRENEUESHIP DEVELOPMENT INSTITUTE\_CHENNAI

EDUCATIONAL QUALIFICATIONS:

* B.E. in Electronics And Communication Engineering with an aggregate of 65%, graduated in the year 2008,Dhanalakshmi College Of Engineering, Manimangalam Chennai
* Higher Secondary with 55%, in the year 2004, Government Higher Secondary School, Velliyanai, Karur
* SSLC with 66%, in the year 2002, Government Higher Secondary School, Velliyanai, Karur.

PERSONAL PROFILE:

Father Name : Ashokan R.

Date of Birth : 19-04-1985.

Nationality : Indian.

Marital Status : Married.

Sex : Male.

Languages Known: Tamil, English, and Kannada.

Place: Chennai yours faithfully,

Date: (SIVAKUMAR A)