****Contact: +91 80 8030 8018

E-mail: [parekhsarjak@gmail.com](mailto:parekhsarjak@gmail.com)

Date of Birth: 27th March, 1987

Address: Flat no. 5598/206, Amey building, Opp. Odeon Swimming Pool, R. N . Narkar Marg, Ghatkopar East, Mumbai - 400075

# Education

* March 2014 Post Graduate Program in Business Administration IGTC 2012-14

Mumbai, India

* 2007 - 2010 Bachelors in Electronics & Telecommunication K.J.S.I.E.I.T

Mumbai University

* 2004 - 2007 Diploma in Electronics & Video Engineering V. E. S. Polytechnic

Mumbai University

# Additional Qualifications

* Completed telc Language Tests - **telc Deutsch B1** (July 2014)
* Completed Goethe- Zertifikat A2, from Goethe-Institut, Max Muller Bhavan, Mumbai
* Computer Skills: MS Office, Basics of Networking, Social Media Marketing

# Training Company (IGTC) - Häfele India Pvt Ltd

* Häfele India lays pride in its diverse range of quality products, well-networked channel partners and unmatched service to customers in the field of architectural hardware, furniture fittings and kitchen fittings and accessories
* **Jan - Feb’ 2013 Competition Analysis** – Comparison of Architectural Hardware

Products with competitors based on few specific parameters &

Suggestion for marketing team

* **Jun - Jul’ 2013** Organized **Sliding fittings system solutions** and **Marketing & Launch**

Plan for “Coastal Series Door Lever Handle”

* **Nov – Dec’ 2013 Product Development & Management** – Completed technical details &

Supplier details related to products in different vertical

# Professional Experience

## SMA SOLAR INDIA PVT LTD (CURRENT - INDIA) **01 - JUL’ 2015 - Present**

**Sales Engineer**

* **Regional Development – Sales with direct clients in Western & Eastern Region of India. Also, responsible for South Asian region**
* **Distribution Network – Maintain and expand business with existing local key accounts, acquires new channel partners**
* **Partnership – Partner with developers/ system integrator to provide complete solution to end customer**

## First Solar gmbh, Mainz- Deutschland **27-** **Oct’2014 - APR’2015**

**Business Development / Distribution Generation**

* **European Market - Germany, Switzerland, Denmark, Italy, UK**
* **European DG and C&I Market approach**
* **Smart Energy Management, Smart Grids, Smart Meters, Smart Home**
* **Project Finance Analysis**
* **Technology Workshop**

## Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) India & Deutschland

* Post Graduate Traineeship Program **“Make it in Germany”** (German National Visa)

Selected by GIZ for **"Make it in Germany"** Pilot Project from India for working in Deutschland. Supported & Sponsored by Deutsch **"Bundesministerium für Wirtschaft und Energie (BMWi)"**

* **May - Jul’14** Completed telc Language Test - telc Deutsch B1 **Delhi, India**

**(Ergebnis - Gut)**

* **Aug - Sep’14** Attended intercultural training **by ICUnet.AG** **Stuttgart,**

Attended telc Deutsch B2 **Deutschland**

## Veer Energy & Infrastructure Ltd – India **Aug’10 -Jul’12**

**Business Development Manager & Project Manager - Solar & Wind Energy**

Job Responsibilities

* Engineering Procuring & Construction (EPC) for **Gamesa, Suzlon, GWPL**
* Learned about the 225KW (GWPL) & 850KW (Gamesa) Wind Turbines
* Worked at **Wind farm infrastructure development site** and **process** development
* Data Analysis of kWh units on Daily, Weekly, Monthly & Yearly Basis
* Introduced, Shaped & Headed **Solar Energy** Division
* Studied **JNNSM Solar Policy**
* Learned about different Solar panels & Balance of Material (BOM)
* Partnered with **Astom AG (Switzerland)** for Solar PV projects
* **Established a subsidiary company** in **Stuttgart, Deutschland** for **business development** in international market
* Headed team for **ISO Certification 9001-2008** during 2010-11
* Quality Standard for project Management
* **Promoted to Management Representative** for ISO Certification 9001-2008 during 2011-12
* Headed 2 Clean Development Mechanism project – Wind Power Sector
* **Branded company** image by various media
* Prepared draft of video & brochure of the company for marketing
* Coordinator at exhibition at India Energy & India Nuclear Energy 2010 by UBM India

# Projects

## Multi- station switching system using solar panel May 2010

* Used Solar panel to charge the battery power supply for the project
* Motion Sensor to Switch On - Off of the power supply
* Sensor to control the water supply
* The project is monitored by PC using visual basic software
* Designed to use and save power and water effectively

## Robotic wheel- chair May 2007

* Remote controlled Wheel- chair was designed for the physically disabled
* Three Axis Robotic arm
* 1St arm moves in up & down directions
* 2nd Axis moves in right & left directions
* 3rd Axis holds & removes the obstacle in the path

# Awards & AchievEments

* 2nd Prize for project at D. J. Sanghvi. Institute of Engineering for Diploma Project
* Consolation Prize for project at VESIT for Diploma Project

# Other Activities

* Won 1st Prize in Volley Ball in 3rd Year diploma interclass competition
* Won 2nd Prize in Volley Ball in 2rd Year diploma interclass competition
* Myideaofprogress Award <http://www.myideaofprogress.com/winners-gallery.aspx> by Axis Bank (Feb’ 2015)

# Skills

* Salesforce
* Basics of AutoCad
* Basics of PVSyst