**Manoj Sharma**

29 •Asian Paints Group Housing Society • G.B. Nagar •UP 203202 •[manojsharma.ieee@gmail.com](mailto:manojsharma.ieee@gmail.com) •+91-9718935502

**O**BJECTIVE:

To pursue a challenging career in leading and progressive organization offering opportunities for utilizing my skills towards the growth of the organization.To be a part of dynamic environment and looking at professional growth by way of harmonizing the organizational goals with personal goals.

**C**ORE **Q**UALIFICATIONS:

* Outstanding oral and written communication skills
* Result oriented and goals achiever
* Efficient under pressure, Entrepreneurial attitude
* Excellent ability to manage given territory & Key accounts
* Excellent ability to prepare Techno-Commercial proposal
* Extensive breadth of experience in Electronics & Electrical engineering
* Strong ability to draft and interpret solar power design plans
* High proficiency in Google sketch, AutoCAD, PV Syst and Microsoft Office Suite
* Sound familiarity with solar power engineering industry safety rules and regulations
* Superior ability to implement mechanical structural and electrical civil engineering designs

**E**XPERIENCE:

*07/17-Till date:***Deputy ManagerSolar Division**(Sales –Distributed Solar Power Plants)

**North India**

**Havells India Ltd, Noida**

Presently working with **Havells India Limited** as **Deputy Manager** of Solar Division and having more than **6 years of renewable energy**&**3 years of Solarresearch experience**. **Havells India Limited**is leading FMEG Company with consolidated revenue of around US$ 1 billion with a vision to provide solutions in the renewable energy domain.

**Responsibilities:**

* Responding to Commercial and technical elements of RFIs/RFPs as desired by client.
* Preparing techno-commercial offer, financial model& ROIs.
* Developing strategies for venturing into the Solar Market.
* Market research and competitor analysis.
* Undertaking site surveys to prepare documents for different tender and proposals.
* Preparation of detailed project reports.
* Conveying customer requirements to Project Management team.
* Developing as well as maintaining relationship with key accounts & customers.
* Creating business relation between customer and suppliers/Auth Channel Partner.
* Liasioning with various Govt. departments like MNRE, SECI, SNA on policy issues and empanelment.
* Liasioning with various Discoms in Delhi, Haryana, Rajasthan, Uttarakhand& UP.
* Undertaking Net-Metering process for various customers in Delhi, Haryana, Rajasthan&Uttarakhand
* Preparing System Sizing report for various projects ( On-Grid & Off-Grid)
* Preparing shadow analysis report for exact solar power plant capacity for various projects.
* Designing Solar Off-Grid System for IOCL & BPCL Petrol Pumps.
* Creating & managing channel partner in UP, Rajasthan, Delhi, Haryana & Punjab
* Organizing Seminars, Constellation for our solar products.

*04/16-07/17*:**Head**(Business Development - Solar Rooftop Projects, Solar Street light System, Industrial LED Light)

**North India& NCR Region**

**Valour Promosales LLP, (Auth. Channel partner of TATA Power Solar Systems Ltd.)** Gurgaon

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| **Business Development:**   * Leading the overall sales process and project delivery in the northern region, from lead generation to successful completion & commercial closure. * Preparing the market approach strategy for each state in line with yearly business targets. * Liasoning with state and nodal government agencies for permits & approvals. * Working with current prospect database to generate effective leads & convert them with desired profitability. * Responding to Requests for Proposals (RFPs) in a professional and timely manner. * Preparing monthly updates for the region - competitor activity, new business models, policy updates. * Providing feedback on emerging business trends and best industry practices with a view to refine the business model, delivery and distribution channels.   **Key Accounts Management:**   * Developing as well as maintaining relationship with key accounts & customers. * Liasoning with key accounts and government nodal agencies. * Representing the TATA Power Solar at industry events, including round tables, speaking forums & other events.   **Team Development :**   * Mentoring & guidance to the team to achieve business targets. * Driving learning and development for team and planning for their career growth plans.   *02/15- 04/16:* **Manager** (Business Development - Solar Rooftop Projects) **Haryana & NCR Region**  **Perfect Aurarays (P) Limited (Auth. Channel partner of the MahindraSusten),** BhikajiCama Place, New Delhi  **Responsibilities:**   * Responding to functional and technical elements of RFIs/RFPs as desired by client. * Preparing techno-commercial offer, financial model& ROIs. * Developing strategies for venturing into the Solar Market. * Market research and competitor analysis. * Undertaking site surveys to prepare documents for different tender and proposals. * Preparation of detailed project reports. * Conveying customer requirements to Product Management teams. * Creating business relation between customer and suppliers. * Liasioning with various Govt. departments like MNRE, SECI, SNA on policy issues. * Liasioning with various Discoms in Delhi, Haryana & UP. * Undertaking Net-Metering process for various customers in Delhi & Haryana. * Preparing System Sizing report for various projects ( On-Grid & Off-Grid) * Analyzing structure design & weight for optimization of cost. * Preparing array layout plan for various projects. * Preparing shadow analysis report for exact solar power plant capacity for various projects. * Designing Solar Off-Grid System for IOCL & BPCL Petrol Pumps.   01/14-01/15:**Engineer (SPV Division)**, **Central Electronics Limited**, Sahibabad,  **Executed 1 MWp Ground mounted solar power plant at Kasna**, Greater Noida, UP   * Supervised all the construction work related to Solar Power Plant * Supervised all the Installation and commissioning work related to solar power plant. * Enforced all the specifications laid down by Central Electronics Limited * Generated written report of day to day work at site and reported to GM, SPV Marketing, CEL   **Executed Ghaziabad Development Authority Project at City forest**, Ghaziabad, UP   * Delivered project consisting 40 integrating street light in record time of 7 days at city forest spanning over 100 acres. * Coordinated with Client for site selection & direction. * Managed and supervised all the work related to project.   **Executed 2 KWp Pilot Solar Power Plant at Agrasen Inter College**, Dadri, UP   * Designed whole the project including module sizing, battery sizing, structures, wiring. * Installed and commissioned the project with the team of two members.   **500 KWp Grid Interactive Roof Top Solar Power Plantat GautamBudh University**, Greater Noida, UP   * Operation & maintenance of the solar power plant for one month. * Generated written report of daily performance and reported to AGM, SPV marketing CEL.   **500 KWp Grid Interactive Roof Top Solar Power Plantat Hon’bleKanshi Ram Hospital**, Greater Noida, UP   * Inspected and replaced 21 damaged modules. * Operation & maintenance of the solar power plant for one month. * Generated written report of daily performance and reported to AGM, SPV Marketing CEL.   **25 KWp Stand Alone Solar Power Plant at Sahibabad Railway Station**, Sahibabad UP   * Assisted Technical Manager for site survey and shadow analysis of the location. * Assisted Technical Manager for Installation & commissioning of Roof top standalone Solar Power Plant. |

**T**EACHING **E**XPERIENCE:07/10–03/13: **Lecturer, IETE New Delhi Centre**,JanakpuriInstitutional Area, New Delhi

* Taught Material Science,Microprocessor andDigital Electronics to polytechnic engineering students.
* Provided an intensive practical experience for associating new program of study and syllabus.
* Implemented simulation based teaching to improve curiosity sense of students and understanding of concepts.
* Organized and publicized variety of activities and programs to educate and motivate students.
* Worked with team to plan, organize annual cultural fest “RANGAYAN”2012& 2013.

**R**ESEARCH **E**XPERIENCE:

05/13-12/13:**Research Associate**:**DOES, University of Delhi,** New Delhi

* Quickly learned complicated laboratory procedures.
* Assisted fabrication of**bilayer Organic solar cell**.
* Characterizedoptical properties by Ultraviolet-visible spectroscopy and Photoluminescence.
* Maintained detailed records for procedural and statistical purposes.
* Gained significant independent research and writing experience.

**E**DUCATION:

05/14-11/14:**Central Electronics Limited**, Sahibabad, UP

**Certificate Course in Solar Photovoltaic Systems–Installation, Commissioning, Operation & Maintenance**

Course Work: Solar Power Plant, Solar Street Lighting System, Solar Water Pumping System

* Presented project report on “ATM run by solar power” during the visit of **Dr. P C Pant**, Director(MNRE).

Designed, estimated and optimized the cost of standalone solar power plant for an ATM.

* Developed low cost Suryamapi under the guidance of **Mr.Anurag Madhur**, faculty, Training Department, CEL.

07/10-05/11:**GautamBudha University,** Greater Noida, UP.

**M.Tech**(ICT)Advance courses on Signal & System, Microcontroller 8051 and Material Science**.**

07/2010**:University Of Delhi,** New Delhi

**B.Sc**(Applied Electronics) **1ST**Division

Course work: Solid State Physics, Semiconductor Devices& Fabrication, Digital Electronics, Analog Electronics, Logic Design, Circuit Theory, Microprocessor 8085& Microcontroller 8051, Analog &Digital Communication, Engineering Mathematics, Organizational Behavior, Python Language.

Project: Line follower robot using arduino under the guidance of **Prof. V K Dhawan**.

* Learned the basics of coding and In System Programming (ISP).
* Analyzed and implemented sensor circuit and control circuit.
* Designed an obstacles avoiding robot at Cluster Innovation Centre.

**A**WARDS/ **A**CHIEVEMENTS**:**

* Awarded annual mean cum meritorious scholarship 2009, University of Delhi.
* Awarded “University leadership certificate in N.S.S” 2007 by **Prof. Dinesh Singh** (Director, south campus) University of Delhi.
* Won and coordinated over **9700KWp**of rooftop projects ranging from **1KWp to 1000KWp** across India in place like Delhi, Faridabad, Guru Gram, Moradabad, Manesar, Dharuhera, Bawal, Jaipur, Jodhpur, Balotra, Pali, Bikaner and Bhiwadi.
* Liaised & Installed **first Net-Metering System** in South Delhi Area with the help of BSES& First Net- Metering System in Sushant Lok-3, Gurgaon area with the help of Rigoss Estate Network Pvt. Ltd.

**L**EADERSHIP **A**CTIVITIES:

* Member of **Rajasthan Solar Association**
* Invited for Lectures on Solar Systems at **National Institute Of Solar Energy**
* Member of **IEEE EDS** Delhi Chapter.
* Secretary of Physics Society, ARSD College, 2008-09.
* Vice-President of N.S.S. Society, ARSD College during, 2009-10.
* Co-editor of “**Student Post**” a bi-monthly magazine during June 2008-August 2010.
* Worked as a lead Organizer with AISB to teach underprivileged children living in slum cluster of Delhi, 2008-09.
* Core member of “Youth for Justice” 2007-2010.

**S**KILLS:

* Computer: PV syst. Google sketch, Microsoft Office Suite including MS Word, PowerPoint, InfoPath and Excel.
* Languages: Fluent in English; native speaker of Hindi; basic skills in German.
* Interests:Reading, cricket, cycling and cooking.

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