

# CHETAN NANJI RATNA

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## Profile

- Team player, giving a dynamic and positive outlook to all situations
- Proactive eager to learn new things related to the field of venture.
- Design of Thika Road Mall, parking, wet and dry corridor area lighting.
- Introduced and created a market share in LED Lighting.
- Create automated tools for costing and sales analysis.
- Involved in the route to market setup of Schneider Electric to the market of East Africa
- Training of Trainers in Electrical Distribution

## Experience

### Consultant Support Engineer Schneider Electric

02/2018 to Present

#### Responsibility:

- In charge of supporting consultants in Eastern Africa region for designs of projects to develop a saving on CAPEX and OPEX
- Build relationships with multiple layers in the market to enrich the Schneider Electric value proposition
- Execute the Net Promotor Score recommendations with the Engineers to meet their expectations
- Work on Schneider Electric portfolio to advocate and create value of the solutions with products designed for East Africa Market
- Training for Low Voltage Electrical Distribution based on the base principles of Electrical Installation.
- Assist in the activities of Schneider Electric Foundation in East Africa, with searching analysing and recommending projects and institutions to be supported

### Partner Product Manager/ Ecobuilding offer Manager Schneider Electric

02/2015 to 02/2018

#### Responsibility:

- In charge of Partner Business with respect to Marketing and PnL achievement
  - Work on strategies to be implemented for product considering the Product, Price, Position and Promotion and have the sales teams execute them in the field
  - Gather Market intelligence from the various stakeholders and incorporate the same to the Marketing plan
  - Analyse the Net Promotor Score strategize recommendations and execute with the sales team the recommendations.
  - Coordinate with the various product heads globally to analyse then, Launch / sustain / end the life of a product line
  - Organise and conduct technical training sessions to the various partners on the Products.
  - Training of Trainers for Low Voltage Electrical Distribution.
- Assist in the activities of Schneider Electric Foundation in East Africa, with searching analysing and recommending projects and institutions to be supported

### Design Engineer – Lighting Power Technics Limited

10/2012 to 02/2015

#### Responsibilities:

- Designing and estimation of lighting systems ranging from residential, commercial, industrial and sports applications
- Integration between lighting and various renewable energy sources
- Design of luminaries for local manufacturing
- Manage the R&D team for luminaries to come up with designs based on market needs, make working models of the same for production.
- Manage the Contractor Team, that deals with Luminaries and wiring accessories, including switches, sockets, distribution boards and MCBS
- Coordinate the aftersales team in charge of luminaire support, with housed the programming and quality support

- Be in the Technical Committee at Kenya Bureau of Standards for Electric Lamps & Wiring Accessories`, to influence and give input for the standards.

**Management Trainee Engineer**  
**Power Technics Limited**

**10/2009 to 09/2012**

**Trainings:**

- Design and estimation of switchgear and control gear for various projects.
- Wiring of various switchgear panels and control panels
- Factory testing of various switchgear and control panels
- Wiring of various luminaries manufactured locally

## Education

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**Master In Business Administration**

**2019**

Strathmore Business School

Nairobi, Kenya

**Bachelor of Science: Electrical and Electronics Engineering**

**2009**

University of Nairobi

Nairobi, Kenya

**Diploma Electrical Engineering (Theory)**

**2005**

City and Guilds

Nairobi, Kenya

**Diploma Electronics Engineering (Theory)**

**2005**

City and Guilds

Nairobi, Kenya

## Professional Seminars and Trainings Attended

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- Power Technics Limited, Nairobi: ISO Basics
- Disano, Italy: Product orientation
- Disano, Italy: Sports lighting design
- Disano, Italy: LED lighting design
- Power Technics Limited, Nairobi: Fire Fighting
- German Solar Academy, Nairobi: Off-Grid solar power systems
- German Solar Academy, Nairobi: Grid connected solar power systems
- Standards and Labelling, development and implementation of Energy standards and labelling training of trainers
- Amtech Pro design
- Amtech HV distribution
- Low Voltage Electrical Distribution Training
- Business acumen

## Highlights

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Microsoft Office proficient

Solar system design

Dialux design

Ladder Logic

A+ Core hardware and Network +

Sales Force

## Professional Membership

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- Member of Engineers Registration Board
- Member of IEC Young Professionals
- Member of Various National Committees for IEC

## Extra-curricular Activities

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- Convenor of Shree Cutchi Leva Patel Samaj Nairobi Youth League July 2014-June 2016
- Vice President Information Systems of AIESEC Nairobi 2007-2008

**References to be availed upon request**