**SIBASIS MOHAPATRA**

**B 303, Sector 26**

**Noida - 201301**

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***Looking for assignments in leading a team with a growing organization***

**CAREER OVERVIEW**

**Over 20 years** of cross-functional experience in Operation Management, Project Management, Facility Management Digital Marketing, Design Engineering, Technical Sales, Business Development, CRM Marketing Specialist, , Quality Control, Software Development, New Product Analysis, Vendor Development etc.

**ORGANISATIONAL DETAILS**

**July 2017 onwards working as an Independent Consultant – Business Operations & BD**

* Coordination with MNRE, State nodal agencies, State EB’s for Regulatory policies, Technical

Specifications and approvals

* Services extended to corporates, Startups for domestic and International clients project acquisition
* Feasibility study conducted for proposed Hybrid Renewable Energy parks in India
* Supported State and Central nodal agencies for Energy Yield forecasting for proposed Hybrid projects
* Supported Start-ups for Technology Selection, Technical training on Designing , Energy forecasting by using software's, Testing & Commissioning of RE projects
* Participated as a trainer in virtual seminars conducted by Engineering colleges, EPC vendors, RE

start-ups during pandemic

**Accomplishments:**

* Services extended to **Bureau Veritas** for 150MW solar power plants in Vietnam
* Technical consultancy provided to OREDA(Govt. of Odisha) for Solar power plants, Solar Pumps, Mini/Micro grid projects, Livelihood projects and Digitalization of application process
* Draft policy document prepared for Waste to Energy projects implementation In Odisha
* Plant performance analysis, Equipment selection, Safety procedures for Solar Power plants in Shree Cement Ltd plants across India
* Technical articles on Renewable Energy sector for Infraline plus

**December 2015 – July 2017 with M/s Lanco Solar Energy Pvt. Ltd. as an AGM – Solar**

**Key Result Areas**

* Reviewed and Optimize the system design phase of projects for Solar power plants.
* Reviewed written procedures for switching, energization, isolation methods for T & C of power plants
* Evaluated testing data for PCBs, transformers, and other substation components
* Supported O& M team to enhance the existing plant performance
* Supported Procurement, finance team to ensure commercial terms & conditions
* Reviewed Corporate and regional team member to track the ongoing activity and future plan

**Accomplishments**

* 100 MW NTPC Solar Power Project installed in Madhya Pradesh
* 5 MW Rooftop projects for IFFCO plants across India.
* Refurbishment done for existing projects in Rajasthan, Gujarat & Punjab to enhance the energy yield.
* 100 KW project in Sonar Bangla Cement, West Bengal
* 62 KW project installed in Shree Cement Ltd with DAT, SAT & ST mounting

**June 2012 - Dec 2015 with Saint Gobain Solar –Avancis (GmbH) as a Manager– Technical Sales & BD**

**Key Result Areas**

* Providing technical interpretations on various power project scheme under Govt. agencies including MNRE , SECI ,IREDA, NVVN, GUVN & State Govt. under both On Grid and Off Grid projects
* New Client acquisition through **Corporate** **tie** **ups** and Business Development from new and existing clients through cold calling, followed by client meetings
* Develop innovative strategies for retaining clients; this includes undertaking interviews in order to get feedback and incorporate it into the growth plan
* Finalize **Corporate** Alliances for Franchise expansion with prospective clients/brands
* Responsible for technical diligence in the process of tendering & Bidding process for Govt., PSU & Pvt. projects
* Focal Point of communication for all project stake holders
* Monitoring and Analysis of module generation for installed projects across India
* Worked with the company finance team to ensure commercial terms & condition fulfilled by the customer
* Selection of Channel Partners to sale PV modules in India
* Supporting customer during plant testing and commissioning done by third party
* Contract negotiation for Solar Glass & PV module supply
* Responsible for Importing PV modules from Germany and Solar Glass from China.

**Accomplishments**

* Successfully installed 7 MW Solar Power Project in Rajasthan
* Roof top and hybrid system installed in Kerala, Karnataka, Odisha, Andhra Pradesh states and Grid tied roof top project in Industrial Economist building at Chennai, Tamil nadu.
* 150 MW CSP projects Installed in Rajasthan and Andhra Pradesh
* Rooftop project installed in IIT, Madras campus to analyze CIGS performance compare to Poly and Mono crystalline modules
* Grid tied project installed in Gujarat Energy Research & Management Institute (GERMI) for research on CIGS technology.
* Technical support extended to Tata Power to solarize their Telecom tower in India
* Provided technical support to local manufacturers for developing MPPT Charge controller & Inverter for CIGS modules
* Created awareness among states nodal agencies to include CIGS specification in the upcoming tenders

**Sep 2010 – June 2012 with Moser Baer Solar Limited, Greater Noida as an Assistant Manager – Engineering**

**Key Result Areas**

* Organize the development of project systems, Processes and standards to maximize efficiency
* Implemented tools for effective control/ monitoring/ status reporting of ongoing projects
* Conducted feasibility study & technology evaluation for MW/KW projects
* Review of BOQs, tender documentation , Energy forecasting analysis and Financial projection for

participating in GOVT & PSU tenders

* Responsible for component selection and support procurement team during purchase of PV panels,

Inverter, DC/AC cabling, Control & Monitoring systems etc.

* Supported Product Development teams to analyze new product like Inverters, SCB, JB, connectors
* Provided techno- Commercial support to Marketing & Business Development team.

**Accomplishments**

* 300 MW Solar Power plant in Gujarat, Rajasthan & Odisha
* ISRO 200 KWp, 100 KWp of Hero Motor Corp. and 400KWp rooftop project of RVS Educational trust in Coimbatore.
* Monitoring and analysis of 5 MWp in Sivganga, 1 MWp in Chandrapur , NDPL projects in New Delhi
* Off grid projects for KREDA, LAREDA, and GAIL in various places across India
* Implemented usage of design software like PV SYST and PV SOL in design process.
* Replaced AJB’s with Cable/ Branch Connectors in MW projects
* Supported R & D team by sharing simulated data for increasing efficiency of MBPV module

**Feb’ 2004 – July 2010 with CII (Confederation of Indian Industry) IGBC, Hyderabad as Counsellor – Green Buildings and Renewable Energy**

**Key Result Areas**

* Involved in Solar Street light & off grid plant installation for Rural Livelihood projects of MNRE–UNDP
* Coordination with Central and State Nodal agencies for policy making
* Conducted building audits, Feasibility study, commissioning and facilitation of green building Projects
* Involved in commissioning of HVAC, Solar PV & BMS system at GBC
* Testing and commissioning of grid connected solar projects installed in Green Buildings
* Represented Indian Green Building Council(IGBC) in all major events in India
* Co-ordinate & manage facilities activities and services of COE’s in India
* Coordinate and work with Internal Stake Holders and Business Functions

**Accomplishments**

* Involved in around 15 green building projects facilitation and commissioning
* Supported Tata BP Solar during installation of Grid connected Solar roof top project in 1stGreenest Building of India
* Conducted around 20 green building audits across the country
* Represented IGBC in 5 major events(Climate Change – New Delhi, Excon – Bangalore, Acreconf India 2010 – New Delhi, Plumbex India 2010 – Mumbai, Build Intec 2010 – Coimbatore)
* Achieved 10% additional saving in overall power consumption during operation of Green Building.

**Jul’ 2000- Dec’ 2003 with Golkonda Engineering Enterprises Ltd, Hyderabad as Senior Engineer - (Quality Control)**

## Key Result Areas

* Maintaining quality standards for incoming materials, finished products ensuring stringent adherence to quality standards, norms & practices, identifying gaps and taking corrective action.
* Managing in-house material testing of components.
* Maintaining QC Registers, ISO records Preparing Inspection Certificate Annexure and Conducting monthly & quarterly testing.

**Accomplishments**

* + Handled clients like BSNL, MTNL and managed complete documentation and testing for them.
	+ Coordinated with management representative during the surveillance audit of ISO.

# Dec’ 1998- Feb’ 2000 with Indotronix Software Ltd. (STPI Unit). Hyderabad as Trainee Software Engineer

## Key Result Areas

* Identifying client requirements and selecting appropriate technology for development.
* Coding, testing and debugging the application as per timelines.
* Identifying defects and communicating the same to the development team.

**Accomplishments**

* + Live project for Human resource department, USA Govt. with V.B 5.0 as front end & Oracle 7.1 as back

end tool.

**Commenced career with Andhra Electronics Pvt. Ltd. Kakinada as Technical Support Engineer from Sep’ 1996- Sep’1998**

* Worked as a Technical Support Engineer in the assembly lab for crystal oscillators. Involved in testing the electronics component used (transistor, capacitor, resistor etc.) as per the required standard.
* Involved in quality control activities.

**SCHOLASTICS**

* Master in Business Administration (Operation Management)
* B-Tech in Electronics & Communication Engineering
* Diploma in Electronics & Telecommunication Engineering

**IT SKILLS**

Operating System : MS-DOS, WINDOWS.

Word Processing : MS-Office, (MS-Word, MS-Excel, MS-Power Point)

Software Package : ORACLE 8.0 & VISUAL BASIC 5.0

**Certification Courses**

Lean Six Sigma Black Belt

Robotic Process Automation

Digital Marketing

**PERSONAL DETAILS**

Date of Birth : 30th May 1974

Permanent Address : SV-22, Shreekhetra Vihar, Aiginia, Bhubaneswar – 751019, Odisha

Phone : 8447676920

Alt id : sibasis2006@gmail.com

Language known : English, Hindi, Odia & Telugu