

Siddharth Asthana

Executive Engineer - Tendering, Estimation & Techno-Commercial Sales



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Education

Bachelor of Technology in Electrical and Electronics Engineering

2015 - 2019

Expertise

Tendering & Estimation

Product Costing

Pre-Sales Support

SAP

Computer Savvy

Language

English

Hindi

Profile

A highly skilled and results-driven Electrical & Electronics Engineering professional with over 5+ years of expertise in tendering, technical estimation, and pre-sales support within the power and industrial solutions sectors. Proven track record in delivering comprehensive, data-driven techno-commercial solutions for high-value power equipment, including transformers (up to 100 MVA 220 kV class), DG sets, and compact substations (CSS). Adept at managing end-to-end enquiry life cycles, cross-functional collaboration, and leveraging SAP and MS Office to optimize order conversion and business growth.

Work Experience

CG Power and Industrial Solution Ltd., Gwalior

Executive Engineer (Mar 2024 - Till date)

- Tendering & Costing:** Lead estimation and product costing for high-voltage oil (up to 100 MVA, 220 kV class) & dry-type transformers and Compact Substations (CSS).
- Enquiry-to-Order Conversion:** Manage the complete bidding lifecycle, including technical specification analysis, preparation of General Technical Particulars (GTP), clarification management, and deviation mapping.
- Market Analysis & Reporting:** Analyze complex data sets, including monthly order inputs, quotation projections, IEEMA variations, and won/lost order dynamics to drive strategic insights.
- SAP & Operations:** Leverage SAP for accurate new order logging, contract alignment, and reconciling monthly order booking data.
- Client & Stakeholder Management:** Collaborate with major clients and consultants across diverse sectors, including NTPC, CPWD, top-tier cement industries (UltraTech, JK Lakshmi), data centers, solar developers, and major EPC builders (L&T, KEC, DLF).
- Cross-Functional Synergy:** Partner with design, procurement, logistics, and sales teams to align customer technical specifications with commercial execution.

Jakson Limited, Noida

Senior Engineer (Dec 2022 - Feb 2024)

- Techno-Commercial Bidding:** Evaluated RFQs, BOQs, and Single Line Diagrams (SLDs) to engineer techno-commercial proposals, custom GTPs, and deviation reports for power generation projects.
- DG Set Expertise:** Designed solutions integrating Cummins engines, Stamford alternators, acoustic enclosures, room acoustics, exhaust systems, and specialized fuel piping.
- Switchgear & Panels:** Formulated configurations for manual, AMF, and synchronization panels used alongside complex diesel generator setups.
- Data Analytics:** Generated routine Management Information Systems (MIS) reports and track order input metrics to improve forecast accuracy.

Sudhir Power Limited, Gurgaon

Estimation Engineer (Nov 2020 - Dec 2022)

- **Product Estimation:** Developed commercial proposals for Package Substations (PSS), oil transformers (up to 10 MVA, 33 kV), and dry-type transformers (up to 3 MVA, 33 kV class).
- **Schneider Licensed Products:** Gained specialized working knowledge of Schneider-licensed Package Substations, including multi-configuration LV compartments, Switchgear (Easypact MVS, MTZ ACBs, CVS), and RMUs.
- **Component Configuration:** Integrated Ring Main Units (RMU), load break switches, circuit breakers, ACBs, MCCBs, and capacitor panels into tailored customer solutions.
- **Operational Alignment:** Maintained order pipeline data (MIS, Order Intake) and coordinated with design, marketing, and purchasing to ensure seamless order handovers.

Sudhir Power Limited, Gurgaon

Graduate Engineer Trainee (Jul 2019 - Oct 2019)

- **Business Development Support:** Participated in client site visits for vendor registration, vendor approvals, and post-sales payment collection tracking.
Process Exposure: Assisted the core tendering and design teams with data compilation (Order Intake/Lost logs) and technical sales support.
- **Core Technical Competencies**
Equipment Expertise: Oil & Dry Transformers (up to 100MVA, 220kV), Compact Substations (CSS/PSS), DG Sets, RMU, ACBs, MCCBs, Sync Panels.
- **Technical Sales Processes:** Costing & Estimation, GTP Preparation, RFQ/BOQ/SLD Analysis, Deviation Mapping, Vendor Registration.
- **Standards & Compliance:** Strong working knowledge of IS:1180 and IS:2026 guidelines.