

PROFESSIONAL SUMMARY

Marketing/Sales Engineer with experience in the Power Transformer. Skilled in tender handling, techno-commercial offer preparation, customer coordination with Utilities and EPC contractors, technical specification review, business development and MIS reporting. Experienced in managing customer requirements, supporting project execution and maintaining strong client relationships.

EDUCATION

Bharati Vidyapeeth College of Engineering, New Delhi	August 2020 – July 2023
<i>Degree (GGSIPU): Bachelor of Technology, Electrical & Electronics Engineering, ECE</i>	80.8%
Government Polytechnic, Jhajjar.	July 2016 – June 2019
<i>Diploma (HSBTE): Electrical Engineering</i>	60.5%
Government Senior Secondary School, Jhajjar.	May 2015 – April 2016
<i>Metric (BSEH): 10th</i>	67.4%

WORK EXPERIENCE

Engineer, ECE Industries Ltd | Sonipat May 2024 – Present

- Managed execution of Power Transformer projects/orders up to 80 MVA including post-LOA/PO documentation, customer approvals, inspection coordination, testing and commissioning support.
- Coordinated with Utility, EPC and Private sector customers for project execution, documentation and payment follow-ups.
- Transitioned from Project Execution to Sales & Business Development, focusing on business development activities with EPC contractors and utility sector clients.
- Monitored substation tenders and EPC opportunities, reviewed technical specifications, BOQ and PQR requirements for tender qualification and offer preparation.
- Prepared and supported techno-commercial offers in line with customer and project requirements.
- Conducted customer discussions for technical clarifications, project requirements and order closure activities.
- Worked closely with cross-functional teams including design, production, QA and commercial departments for smooth project execution.
- Prepared MIS reports for order status, execution progress and management review activities.
- Conducted competitor and market analysis to support business development and identify new opportunities.
- Built and maintained long-term customer relationships through regular coordination and business engagement.

Advanced Skills: Technical Specification Review, Techno-Commercial Offer Preparation, Utility & EPC Coordination, Customer Relationship Management (CRM), MIS Reporting, Competitor Analysis, Market Analysis, Business Opportunity Identification, Project Coordination, Communication Skills, Negotiation Skills, Cross Functional Coordination Order Execution, Knowledge of Incoterms and payment terms.

Engineer, Suresales Automation Pvt Ltd | New Delhi July 2023 – May 2024

- Built and maintained strong professional relationships with customers through regular meetings and site visits, identifying new business opportunities and supporting business development activities.
- Worked closely with customers to understand technical requirements and specifications, providing suitable product recommendations and supporting inquiry-to-order conversion.
- Conducted technical and commercial discussions with customers regarding product requirements, quotations and purchase order terms & conditions.
- Managed customer inquiries, follow-ups, payment collections and dispatch coordination activities while ensuring smooth execution of orders.
- Coordinated with customers and internal departments for timely material dispatches and effective communication during order execution.
- Maintained customer records, inquiries and business activities through CentraHub CRM for proper tracking and coordination.
- Prepared customer visit reports and provided regular business updates to management.
- Conducted competitor analysis and monitored market activities to identify customer requirements and business opportunities.

Advanced Skills: Customer Relationship Manager (CRM) – CentraHub, MS Excel, Negotiation, MS Office, Presentation skill, Negotiation & Follow-up, Cross-Functional Coordination, presentation skills.

PROJECTS

132/33 kV Power Transformer Project Execution | RVPNL & EPC Projects

- Executed multiple 132/33 kV Power Transformer projects for RVPNL and EPC contractors, including 25 MVA, 31.5 MVA, 50 MVA and 80 MVA ratings.
- Managed complete order execution cycle from contract finalization to project closure, including PBG submission, contract agreements, warranty documents, drawing approvals, inspection coordination, dispatch clearance and payment follow-ups.
- Coordinated with customers, EPC contractors and internal departments for manufacturing progress, inspection calls, submission of inspection reports and dispatch instructions (DI).
- Handled customer inspections and supported successful short circuit test execution for 31.5 MVA and 80 MVA transformer projects.

20 MVA, 132/11 kV Power Transformer Project | PSTCL

- Executed 20 MVA, 132/11 kV Power Transformer project for PSTCL, handling complete order execution activities from contract documentation to final dispatch and payment coordination.
- Managed PBG submission, warranty documents, drawing approvals, inspection coordination, inspection report submission, dispatch clearance and customer communication throughout project execution.

80 MVA, 132/33 kV Power Transformer Project | WBSETCL

- Executed 80 MVA, 132/33 kV Power Transformer project for WBSETCL, handling complete order execution activities from contract documentation to final dispatch and payment coordination.
- Managed drawing approvals, inspection coordination, inspection report submission, dispatch clearance and customer communication during project execution.

Study of Optimization Techniques for Optimal Location of FACTS Devices

- Different optimization techniques are used to search the optimal sizing and optimal location of G-UPFC. The Ant Colony Optimization Algorithm has been used in this case. For IEEE 14 bus systems, the optimal location has been observed to be at branch no. 14 between the buses 7 and 8. This way, Voltage Enhancement has been achieved. The Newton Raphson (NR) load flow method is used to find the voltage magnitude at the different buses for with and without G-UPFC.