

VIRAJ KALE

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Career Objective

To work as a sales & marketing professional in an organization where I am able to contribute to the growth of organization and profitability with my Knowledge, Skills and Abilities and in turn get an opportunity to gain exposure and expertise that would help me build a strong and successful career.

Professional Experience

Spoctech Green Ventures Pvt Ltd

March 2020

Presently associated with Spoctech Green Ventures Pvt Ltd as an Assistant Manager Sales & Marketing from last 6 months. Spoctech Green Ventures is a next generation platform that bridges the gap between Clean Technologies and FinTech Solutions.

Assistant Manager Sales & Marketing:

- Market research and analysis.
- Client Acquisition and follow up for PO & payment
- Cold calling to Solar EPC companies for solar project financing (PPA, Leased & EMI Models).
- Promoting the organisation and increasing the brand presence through digital media.
- B2B networking for BOS material supply.
- Working on Estimation & Proposal.
- Solar System Design using Google SketchUp, Helioscope & PVsyst.
- On-Grid & Off-Grid System Sizing & Calculation.
- Execution of I & C projects and Site Supervision
- Application for load extension procedure of the clients
- Coordinating with internal stakeholders
- Coordinating with vendors and suppliers for procurement of the projects.
- Have managed the team of 4 people in site execution.

Key Achievement:

- Achieved 104 kWp capacity of I & C projects in Rooftop.

In Pipeline:

- 6 MWp Solar project financing through PPA model.
- 100 kWp & 15 kWp solar project financing
- 10 kWp Solar turnkey Project, Navi Mumbai.

I had worked with ASMI Energy Systems Pvt Ltd as a Business Development Executive for 11 months. ASMI Energy Systems is the pioneers in providing rooftop & Ground mounted solar pv systems for Residential, commercial & Industrial purpose.

Business Development Executive:

- Market research and analysis.
- Cold calling & appointments for various organisation in Mumbai, Navi Mumbai & Pune.
- Collaboration with clients for Solar PV projects.
- Promoting the Solar PV system in the market.
- Negotiate with the client and close the deal.
- Follow up for PO and Payments.
- after sales support.
- Working towards achieving monthly goals.
- site survey.
- Preparing proposals.
- Working on Estimation.
- Assistance to Purchase team for Identifying and finalising the vendors for turnkey projects.
- Assistance in vendor Negotiation.
- Keeping updated with the net-metering policies & drafts.

Key Achievement:

- Achieved 136 KWp capacity of projects in Rooftop & Ground mounted till the period.

GEP Solutions Pvt Ltd**Mar'18 to Aug'18**

GEP is the global leader in unified procurement and supply chain solutions for direct and indirect spend. Worked as an operations process associate and have handle all day to day Req to Po on oracle.

Process Associate:

- Managing and handling the flow of day-to-day operations for Req-to-PO for AT&T
- Making sure the SLA's and TAT's are meet on monthly basis.
- Assisted stakeholders and end users on their queries related to PR2PO process through Emails/Phones
- Lead the Return Materials Authorisation (RMA) process & worked on CRM.
- Assisted the DPSS Team and managed the day to day flow of PO creation.

Projects Undertaken**1. Graduation Project****Institute Name: Indian Institute of Technology Bombay****Jul'15 to Aug'16**

Title: Design and development of intelligent co-dependent velomobile

Project Description:

This is a **TATA** sponsored project undertaken by **IIT-Bombay** wherein major problems in automobile industry and environment are taken into account, thereby developing compact hybrid vehicle which can run on battery power, human muscular power or combination of both, being the lead in the project the responsibility of various sub-systems is distributed evenly.

Paper Published

Presented and published a research paper titled “Design & Development of Intelligent Co-dependent Velomobile” in “International Conference on Advances in Science and Technology” (ICAST-2015) held at Saraswati College of Engineering, Kharghar on 8th & 9th December, 2015.

Education

YEAR	EXAMINATION	INSTITUTION	PERCENTAGE
2012 - 16	B.E/Mechanical	Saraswati College Of Engineering, Kharghar	6.76 (CGPA)
2010 - 12	HSC	Birla College of Arts Science & Commerce, Kalyan	71.00
2010	SSC	Shree Gajanan Vidyalaya, Kalyan	91.64

Software Skills

- MS Office- Excel, Word & PowerPoint.
- Google SketchUp
- PVsyst 7.0
- Helioscope
- SolidWorks 2016
- Autodesk AutoCAD 2012

Hobbies and Interests

- Trekking & Hiking
- Reading
- Playing Guitar

Other Details

- Date of Birth: 6th July 1994
- Gender: Male
- Language Known: English, Hindi, Marathi

Viraj Kale