

# NANDKUMAR PATIL

Business Development & Growth | Solar EPC Sales

*A self-motivated business development professional with a strong technical understanding. I am a person who believes in learning new things daily. A team player with effective communication, negotiation & relationship management skills.*



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## Profile Snapshot

- Presently serving as **Lead Sales – EPC**; driving **MW Project business development and sales** to build **Orb Energy's portfolio**
- **Strong business acumen**, with experience in collaborating with key decision-makers/leaders across target organizations and **penetrating new markets** for revenue & business growth
- **Growth Catalyst** with impressive success in driving sales and amplifying business margin through short-term & long-term planning
- **Merit of winning & closing projects**; acquired **of Orders**, with **5+ MWp sales pipeline**
- Skilled in pitching **MW Scale Rooftop, Ground Mounted Solar PV Solutions** for industrial & commercial consumers
- Added value to the efforts of the organization by identifying opportunities, developing **proposals**, response to **RFP/RFQ**, managing **contracts**, **EPC execution**, **sales & marketing**, **techno-commercial operations**, **project functions**, **project financials**, project development, feasibility analyses
- **Excels in developing sales plan** (based on historical data, market trends, competitive activity, promotional strategy and sales effort), realistic costs of operating the sales force and so on
- **People Leader**, who has successfully led and motivated teams in cross-cultural environment towards growth and success in the organization;

## Education

- **Master of Technology in Power system Engineering specialization in Renewable Energy.**
- BE in Electrical Engineering.

## Others

- Training on O & M of batteries for Solar PV Systems.
- Certificate course in Design, Installation and Commissioning of Solar Photovoltaic System.
- Certificate of Skill Council for Green Jobs for Rooftop Solar Photovoltaic Entrepreneur.
- Load Sharing and Source Management in Hybrid Power System.  
IEEE 2017 International Conference on Circuits Power and Computing Technologies [ICCPCT]
- Load Sharing Strategies in Hybrid Power System.  
IEEE International Conference on Science, Technology, Engineering and Management (ICSTEM'17)
- Passion about helping humanity in **social causes** and a keen follower of **Spirituality**
- Constantly working on **self-development** and **motivation** by reading books, watching training videos and listening to audio books

## Areas of Expertise

Strategic Planning

Client Acquisition

Revenue & Profitability  
Management

Sales & Marketing

Customer & Stakeholder  
Engagement

Strategic Partnerships & Alliances

Project Management

Cross-functional Coordination

People Management

## Soft Skills

Negotiator

Collaborator

Client-Focused

Communicator

Motivator

Decision Maker

Problem Solver

Planner

Result-oriented

## Employment Details

Since Jan'21 with Orb Energy , Kolhapur as Lead Sales – EPC

### Role:

- **Administering sales & marketing operations**, increasing sales growth and working on driving sales initiatives in order to achieve business goals
- **Collaborating with:**
  - Stakeholders & customers** while keeping them informed of progress & issues in order to manage expectations on all requirements and deliverables
  - Pre-sales Tech support & EPC Vertical** to complete project **feasibility** and assessment studies and to prepare comprehensive proposal document
- Extensive business **travel** to various locations in **Maharashtra** (Kolhapur Sangali Satara Solapur, Pune),re)
- **Steering efforts in negotiating** key technical & commercial terms & conditions with customers for major projects & orders.
- Conducting **Cost-Benefit Analysis** of projects to ensure adequate risks and alignment with MW business plan.
- Administering **client relationship management** across all stages; escalating customer **grievances** to the appropriate role-holder for resolution.
- Ensuring achievement of **KPIs** in terms of productivity, operating efficiency, rejection, cost & customer service
- Work on **Pre-sales activities** like Site Feasibility Study, Proposal preparation, understanding client requirements for Solar On-Site projects (Roof-top/Ground Mounted).
- **Generate** and Maintain "**Business Associates / Channel Partners**" in territory of operation.
- Develop new relationships in an effort to grow business and help company expand & maintain existing business

April'19 - Dec'20 with Panama Renewable Pvt. Ltd., Pune as Asistant Manager - Solar Sales

### Accomplishments:

- Bagged several CAPEX Rooftop Solar PV project orders worth in Maharashtra including corporate clients.
- Project execution of 20 MW (28.8 MWp DC) at Raimoha Beed Maharashtra. Client: M/s Cleantech Solar
- Generating leads for Solar Roof-Top project.
- O & M Activity like generation monitoring, cleaning activity and attending faults.
- Plan marketing strategy and penetration in territory of operation.
- Solution and consultative sales approach to ensure client s needs are accurately met.
- Identify key stakeholders for opportunity and build & maintain relationship at all levels through regular and focused interactions with the customer.

May'17 - April'19 with Samrudhi Solar, as Rooftop Head

### Accomplishments:

- Management of existing customers from Pre-Sales to Project Delivery, collections & resolving any issues.
- Strategic Consulting, including business plan & marketing strategy development
- Accountable for increasing the company turnover by driving sales growth through new and existing clients.

## Personal Details

**Date of Birth:** 4<sup>th</sup> November 1989

**Address:** Flat No 109 Angan Appt, Near market yard, Kolhapur - 416005

**Languages Known:** English, Hindi & Marathi