**RESUME**

Santosh N Virwani

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Mobile Phone India: +919429205668.

+918733847818.

**Key skills**

* Sales & marketing of Solar Grid tie Solar Inverter .
* **Achieve monthly and yearly sales target**

**Experience as a Sales and application Engineer from 01/11/2013. More than 2 Years**

**Organization : Hitachi-Hirel Power Electronics India Ltd**

**Department :** Sales and Marketing.

**Designation :** Sales -Engineer

**Job Profile :**

* Sales of Solar Inverter in Gujarat region .
* Generate new inquiry for Gujarat region and some of the other regions of India for Solar Inverter.
* Prepare the Techno-Commercial, Proposal Technical compliance for Solar Inverter.
* Achieve monthly and yearly sales target
* coordinate with factory and provide on time delivery.
* Find new and newer customers for Solar String inverters regularly/daily.
* Responsible for Order booking and Revenue Collection of solar Inverters business in the given region/territory
* Report daily to respective his/her manager and update progress about funnel, achievement
* Have to interact with people/decision makers at customer place
* Managing the Key Customers in the region
* Alert to market dynamics and reporting to managers.
* collect money/LCs within the committed time frame
* To meet Solar consultants and share the advantages of our product and provide brief technical understanding of solar grid tie Inverter in comparison of other competitor
* Payment collection and coordination up-to delivery and commissioning

***Achievements:***

*Received* ***3 spot recognition reword in last 2 years*** *refer attached here with*.

**Experience as a Techno commercial Engineer**

**Organization : Dynamic Tech General Trading LLC**.

Daira Dubai,UAE.

**Department :** Technical support.

**Designation :** Techno commercial engineer.

**Duration : 21/Nov/2012 to 21/May/213.**

**Job Profile :**

* Prepare the Techno-Commercial Proposal for UPS by followings.
* Reading Technical Specifications.
* Sizing the UPS/DC System/AVR/ Isolation Transformer/Inverter/Static. Switches/ACDB & DCDB/Circuit Breakers(MCCB & MCB).
* Sizing the battery by manually as well as by software for all HBL, Alcad, SAFT and Fiamm.
* Preparing Compliance statement and techno commercial proposal.

**Experience as a Technical Assistant R&D Department for 1 year.**

**Organization :** Institute for Plasma Research

Near Bhatt Village,

Gandhinagar, Gujarat-India.

**Department :** NBI power system.

**Designation :** Technical assistant.

**Duration :** From Sep 2011 to October 2012.

**Job Profile :**

* Selection of Electronics Components.
* Soldering & Testing Prototype Circuit on General Purpose Board.
* Prepare circuit layout on software.
* Soldering, Testing of Prototype Electronics PCB.
* Maintains of Electrical Panels.
* Material Procurements from Local market.
* Maintenance & Trouble shooting of High Voltage Power Supply.

**Experience as a Electronics Engineer in R&D Department for 1 year.**

**Organization : Amtech Electronics (I) LTD**

Ghandhinagar,Gujarat-India.

**Department :** Reserch & devlopment (r & d).

**Designation :** Electronics engineer.

**Duration :** From May 2010 to June 2011.

**Job Profile :**

* As an Engineer in R&D Department my primary responsibilities are to Develop Prototype Equipments per designer guide line.
* Testing & analysis of Prototype Power Electronics Equipment.
* Verification & Validation the prototype Equipment.
* Prepare test setup & test in different condition like short circuit, IGBT over shoot, IGBT threshold test, short circuit & high voltage test etc.
* Commissioning of Power Electronics Equipment Including AC Drive, Active harmonic Filter, Active end Converter.

**PERSONAL DETAILS**

* Permanent Address : G 403 Krishna Avenue,

Kubarnagar, Naroda ,Ahmadabad

* Date of Birth : 08thDecember 1986.
* Gender : Male.
* Blood Group : “B” Positive.
* Marital status : Unmarried.
* Known Languages : English, Hindi and Gujarati, Sindhi
* Nationality : Indian.

**EDUCATION QUALIFICATION**

* **Academic:**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| SR.NO | EXAM PASSED | PASSIN YEAR | BOARD | PERCENTAGE% |
| (1) | S.S.C | MARCH-2003 | G.S.E.B | 71.71% |
| (2) | H.S.C | MARCH-2007 | G.H.S.E.B | 40.40 % |

* **Professional:**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| SR.NO | COURSE | DURATION  OF COURSE | BOARD/  UNIVERSITY | YEAR OF PASSING | PERCENTAGE OF FINAL YEAR |
| (1) | Diploma in Power Electronics | 3-YEARS | T.E.B | APRIL-2010 | 68% |

I hereby declare that the above mentioned information is true whet the best of my knowledge.

Thank You,

SANTOSH VIRWANI .