



SANJAY KUMAR

Email: pds.nagpur1@gmail.com

Address for Correspondence:

Flat No. 101, NRI Complex, Sector 54, 56,58 Nerul Navi Mumbai Pin
400706

Professional Qualification:

PhD in Construction Management: Pursuing, NICMAR University, Pune

MBA: Distinction: Dual Specialization: Project Management & International Business, Sikkim Manipal Un

Executive Course in Marketing from IIM Nagpur

Executive Course in Data Science, IOT & Machine Learning from IIT Guwahati

B.E(Mechanical Engg): Distinction: Dayal Bagh Educational Institute, Agra

Short Biodata:

Seasoned Energy and Infrastructure expert with over 35 years of experience in nuclear,
thermal, and renewable power sectors including solar technologies.

Adept in leading large-scale projects, driving strategic partnerships, and spearheading business
transformation initiatives. Recognized for expertise in construction project management,

Patents/ Products/ Consultancy: Nil

Products Developed: No

Consultancy Projects: Yes, Solar Energy

Reviewer:

Nil

Conferences:

including a 5000-

International Renewable Energy Conference,
Shanghai, 2018, 2019

International Renewable Energy Conference,
Greater Noida, 2018, 2019

Funding Received: Nil**Software Tools:**

1. Python
2. Data Science

Professional Association:

- Institution of Engineers

Experience:**Work History**

08/2015 - Current

A. Visiting Faculty in MBA/Engineering Colleges**B. Confidential – Consultant, Renewable Energy (Part Time)**

- Drive global strategic partnerships and joint ventures with solar cell and panel manufacturers, ensuring the establishment of innovative revenue models projected to capture INR 170 crore by Q1 2025 through turnkey solutions.
- Identify and structure new distribution channels, leveraging market insights to maximize market share and profitability in renewable energy sectors.
- Spearhead market share growth by building a robust sales pipeline, including partnerships with leading solar panel manufacturers and developers, generating INR 300 crore in new market share.
- Negotiate and secure high-value tenders,

deliver operational excellence.

- Deliver impactful strategic communications on partnership progress and renewable energy initiatives to internal and external stakeholders.
- Present detailed reporting on goal achievement, project milestones, and metrics to senior leadership and partners.
- Oversee budget forecasting and resource allocation, ensuring alignment with strategic objectives and efficient utilization of resources for renewable energy projects.


Reliance Infrastructure- Power - Sr. Assistant Vice President

12/2008 - 07/2015

- Successfully managed the full lifecycle of multiple large-scale thermal power projects, including a 2x 230 MW EPC project, achieving improving efficiency and productivity by 20% through effective management of key packages such as Powerhouse, Coal Handling, Ash Handling, and civil infrastructure.
- 6X660 MW Ultra Mega Thermal Power Project : Enhanced on-site quality assurance and accountability by implementing rigorous training programs, systematic revision control processes, and fostering vendor collaboration, including managing international supply chains for critical equipment and components from China, as well as overseeing a \$1 billion BTG package for a 4000 MW Thermal Power Project. Cost savings of approximately INR 300 crore

Doshion Veolia Water Systems - General Manager Projects & Profit Centre Head

05/2008 - 12/2008

- Directed division operations as Profit Center Head, achieving ust growth and operational efficiency through strategic planning, cost optimization, and resource allocation.
- Focused on revenue generation, P&L accountability, and fostering cross-functional collaboration to exceed financial and operational targets.
- Spearheaded end-to-end project execution in Engineering, Procurement, and Construction (EPC), ensuring timely delivery within budgetary constraints.
- Drove stakeholder alignment, compliance with regulatory standards, and adoption of innovative practices to optimize project outcomes and enhance client satisfaction.
- Enhanced organizational efficiency by 15% through strategic restructuring of water projects, successfully expedited delivery for 10+ delayed initiatives, streamlined manufacturing processes to achieve a 10% reduction in production costs, and implemented preventive maintenance strategies, reducing equipment downtime by 20%.

BGR ENERGY - Dy General Manager (Project)

10/2007 - 05/2008

- Managed overall project operations, including project coordination, contract administration, and site activities, for a Balance of Plant (BoP) contract worth approximately ₹1000 crore for a 500 MW Thermal Power Project. Ensured seamless execution by aligning cross-functional teams and maintaining strict adherence to timelines and quality standards.
- Oversaw stakeholder communication, resource allocation, and risk management to achieve project milestones effectively. Ensured compliance with contractual obligations and regulatory requirements while optimizing operational efficiency and cost control.

Nuclear Power Corporation of India Limited (- Dy Chief Engineer

07/1987 - 10/2007

- Led operations, maintenance, commissioning, and technical services for nuclear reactors, nuclear fuel handling systems, and semi-robotic machines, including 2x220 MW projects
- Successfully improved equipment performance and reduced downtime by 20% through the resolution of maintenance issues and the implementation of enhanced maintenance programs.

Declaration

I hereby declare that the foregoing information are correct and complete to the best of my knowledge.

SANJAY KUMAR

Place: Navi Mumbai