



**VIPUL KUMAR**  
**BACHELOR OF TECHNOLOGY**  
**(ELECTRICAL AND ELECTRONICS ENGG.)**

**Address:** No: 8, 2<sup>nd</sup> Floor, 2<sup>nd</sup> Street Bhaskar Nagar,  
Ambal Nagar Main Road, Killkatlai,  
Chennai, Tamilnadu – 600117, IN  
**Mobile :** +91-8695111366  
**Email :** pvjvip.62ul@gmail.com

**~ CAREER OBJECTIVE ~**

To obtain a challenging and responsible position in a professionally managed organization, where I can freely apply my thoughts & utilize my skills in contributing effectively to the success of an organization and to improve my personal skill.

**~ PROFESSIONAL STRENGTH ~**

- Good understanding of Core Subjects, Electrical Drawings & different domains electrical equipments.
- Acquaintance in Flameproof & Safe area Lighting, Communication, Electrical & Electronics, Panels etc.
- Good Understanding of IS, IEC Standards relevant to hazardous areas classifications.
- Well versed in Standard, Specification of EIL, EESL, MECON, IOCL, NFL, ISRO related to FLP requirements.
- Good understanding of working in ERP System, MS Office - Excel, Word, PowerPoint.
- Sales & Marketing, Negotiation, Product & Marketing Strategies, Client Relationship Management.
- Product & Project Management, Team & client relationship management skills.
- Understanding of E-Tendering procedures, submissions of offers, clarifications etc.
- Planning & scheduling assignments in order to achieve pre-set goals within time parameter.
- Assessing the market potential, Intelligence gathering of competitors, market trend to achieve target
- Ability to work with a team of dedicated professionals for achieving the deadlines for the execution of work.
- Ability to present organization as in presentations, conference, exhibition etc.

**~ WORKING EXPERIENCES ~**

- ❖ As Assistant Manager – Key Account Management for Tamilnadu area, Illumination BU in Bajaj Electrical Limited at Chennai Branch, Nov'18 to till date.

**Core Proficiency:**

- Business Development, Pre-Sales, Strategy Planning, Team & vendor development.

**Current Assignments:**

- Handling key account client like L&T Construction, BGR Energy.
- Conceptualizing and implementing competitive business strategies to increase market share.
- Conducting opportunity analysis as per market trends and managing business activities.
- Product positioning to face counter-competition, competitors activates & other strategies.
- Focus on collection of outstanding amount within stipulated credit period.
- Compilation & Submission of monthly feedback reports.

**Earlier Work Experiences (4.4Years):**

- ❖ Sr. Engineer - Key Account Management & Product Development in Baliga Lighting Equipments Private Limited, Chennai, Apr'17 to Nov'18.
- ❖ As GET - June'14 to March'15 and Promoted to as Sales & Marketing Engineer - April'15 to March'17.

**Work Assigned:**

- Key Project handling in the area of Defense, Pharmacy, Nuclear, Chemical Industries, Oil & Gas Industries.
- Clients i.e. EIL, PDIL, EESL, MECON, IOCL, GAIL, NFL, IFFCO, ISRO, DMDE, Pharma Industries & EPC Consultant/ Contractor like, L&T, TechnipFMC, Punj Lloyd, Bartec.
- Team & Channel Management (Distributors and Value Added Partners) and Development.
- Mapping of clients' organization and ecosystem of Key Accounts and understanding their business domain.
- Where possible, discussing with E&D team to optimize designs for alternative, cost effective solutions.
- Identified product opportunities in the areas pharmaceuticals, fertilizer & fragrances via market research, collaboration with stakeholders, and direct customer engagement for multiple plug & socket.
- Contribution in development of FLP 150W flood light & 200W well glass fixtures for SHAR.
- Product upgrading for FLP LED well glass for ambient temperature 60°C for JSW requirement
- Part of team for development of exclusive requirement of Action alarm system for DMDE.
- Specific FLP LED light development for 35W & 70W for EESL for pan India projects.
- Certification of FLP equipments from CIMFR & DGMS, Dhanbad.
- Processing for approval of equipments in various projects.

**Represented M/s. Baliga in:**

- 5<sup>th</sup> edition of PharmaLytxica 2018 held from 10<sup>th</sup> - 11<sup>th</sup> August'2018 in Hyderabad at the HITEX Exhibition Center, organized by UBM India supported by Pharmexcil, Confederation of India Pharmaceutical Industry (CiPi) & The Indian Drug Manufacturers Association (IDMA).
- Second International Conference on Structural Integrity & Exhibition (SICE 2018) held from 25<sup>th</sup> - 27<sup>th</sup> July'2018 in Hyderabad, organized by Defence Research Metallurgical Research Laboratory (DMRL), Ministry of Defense - Govt. of India.
- Submarine Technology Exhibition – 2017 held from 22<sup>nd</sup> - 23<sup>rd</sup> Sep'2017 in DRDO Bhawan, New Delhi, organized by Defence Research and Development Organization (DRDO), Ministry of Defense - Govt. of India.
- PETROTECH-2016 12<sup>th</sup> International Oil & Gas Conference and Exhibition held from 4<sup>th</sup> to 7<sup>th</sup> Dec'2016 in New Delhi, coordinated by IOCL & Ministry of Petroleum and Natural Gas - Govt. Of India.

**~ AWARDS / APPRECIATION ~**

- 1<sup>st</sup> Prize in Paper presentation on the topic “Review on low voltage Microgrid” at the National level symposium, Sastra University, Trichy.
- 2<sup>nd</sup> Prize in Paper presentation on the topic “Overview on Power Quality Problems” at IET 180<sup>0</sup> Techno Fest, CSI College of Engineering, Ketti Valley Ooty.
- Awarded “Favorite Student of The Year” by Department of Electrical and Electronics Engineering during the academic year 2011 - 12 at Dr. MGR Educational and Research Institute, Chennai.
- Appreciation for “Remarkable Contribution in NEXUS'13” by EETA at Dr. MGR University, Chennai.
- Appreciation for “Distinguished Alumni Award” during the academic year 2013 – 14 by EETA at Dr. MGR University, Chennai.

**~ ACADEMIC EXCELLENCE & ACHIEVEMENTS ~**

QUALIFICATION	BOARD/ UNIVERSITY	YEAR	PERCENTAGE
B. Tech (EEE)	Dr. MGR Educational and Research Institute, University, Chennai	2014	71.39
Intermediate	Jharkhand Academic Council, Ranchi	2010	48.86
DCA	STS computer & Educational Trust, Dhanbad	2010	74.00
10 <sup>th</sup>	Jharkhand Academic Council, Ranchi	2007	56.00

**Paper Publication:**

- A Review of Power Quality Standards Software Tools, Issues and Solutions in International Conference on Renewable Energy and Sustainable Energy [ICRESE'13] at Karunya University, Coimbatore. IEEE Proceedings – 987-1-4799-2075-4/13.
- A Survey on Power Quality Problems in Indian Power Sector and Solution in International Conference on Knowledge Collaboration in Engineering [ICKCE'14] at Kathir College of Engineering, Coimbatore.
- Optimal Utilization of PV Power by Controlling Ti – SEPIC Converter in International Conference on Sustainable Energy and Intelligent System [SEISCON'13] at KCG College of Technology, Karapakkam Chennai. IEEE Xplore Digital Library & IET Digital Library - ISBN: 978-1-78561-030-1 Page(s): 108 – 113.
- Power Quality Issues, Problems and Solution: Special Feature in National Conference on Methods Enriching Power and Energy Development [MEPED'14] Published in International Journal (IJRDE) at Jeppiar Engineering College, Chennai. ISSN: 2279-0500, Special Issue: pp-143-149.
- Review on low voltage Microgrid at the National level symposium, Sastra University, Trichy.
- Overview on Power Quality Problems at IET 180<sup>0</sup> Techno fest, CSI Collage of Engineering, Nilgiri, Ooty.

**Project Work Executed:**

- An Intelligent Street Light Control System in Program of Industrial Automation, at TVS Training & Services Chennai.
- Intelligent Controller Based Custom Power Device in Transmission line as a Final Year Project.

**Training / Course:**

- Two weeks full time course in “Maintenance & Servicing of Power Supplies, Inverters and UPS” at Advance Training Institute, Chennai.
- One month Training program on “Industrial Automation” Sponsored by Tamilnadu Small & Tiny Industries Association (TANSTIA – Govt. of Tamilnadu) Conducted at TVS Training & Services, Chennai.

**~ HOBBIES ~**

- Cooking, Listening Music, Traveling

~ PERSONAL INFORMATION ~

**Name** : Vipul Kumar  
**Father's Name** : Sachida Nand Ram  
**Date of birth** : 09/10/1992  
**Sex** : Male  
**Languages Known** : Hindi, English, Bengali & Tamil

~ PROFESSIONAL PROFILE & MEMBERSHIP ~



Associate Member of The Institution of Engineers (India), Membership No. AM183564-8.



Member of The Institution of Engineering and Technology (UK), Membership No. 1100262557.



<https://www.linkedin.com/in/vipul-kumar>

~ DECLARATION ~

I hereby declare that the above mentioned information is correct up to the best my knowledge and I bear the liability for the correctness of the above mentioned particulars.

VIPUL KUMAR