

# FARAZ AFRIDI

Bidding/Regulations/Government Relations

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## ABOUT ME

Spent 5+ years as a Business Developer in the reputed renewable industry, particularly in the solar domain. Experienced in project analysis for bidding & have understanding of regulations. My job responsibilities include developing business in the Ground-Mount/Commercial/Industrial segment through government tenders, contract signing, developing government relations, channel partner management, and managing assigned accounts to generate continued revenue. Exposure to project development includes preparing compliance documents, compiling rates for tenders, bid submission, and connectivity applications.

## EXPERIENCE

**FEBRUARY 2019 – PRESENT**

**MANAGER (BUSINESS DEVELOPMENT) AT “SAEL INDUSTRIES LIMITED”, NEW DELHI**

- Analysis of IPP & EPC tenders, Tendering & Bid Management, Compilation of Documents.
- Understanding of regulations & Connectivity application as per GNA & Connectivity Regulation, 2022 & other STU Procedure, Tracking ISTS or STU S/s margin for RE Connectivity.
- Coordination with REIAs i.e., SECI, NHPC, NTPC, SJVN & State Authorities.
- Participation in Pre-Bid, NSEFI & other RE Conference, Coordination with stakeholders i.e., CTUIL, LDCs & other Govt. bodies.
- Well versed with ETS, CPP, NSWs and other e-Procurement Portal, Bidding dashboard & KPIs for Ongoing & Completed Bids.
- Acquisition of reputed clients by PPA signing.
- Assistance to project development team to meet the timelines of the project with employer's coordination.
- Techno-commercial project evaluation through costing.
- Study Solar Policies, market trends and impact of changes in external and review growth plan as necessary.
- Collate the estimates of existing regional market potential for RESCO, EPC Solar Projects.
- Develop Channel partners/Business Associate network PAN India basis.

## KEY ACHIEVEMENTS

- SECI 4 MW Government Building Rooftop Projects Successfully Implemented.
- Private Rooftop Projects of 1.5 MW.
- Projects Under Commissioning :- MSEDCL 50 MW, SECI (ISTS-XI) = 600 MW, GUVNL(Phase-XX) = 800 MW, RUVITLS = 200 MW, GUVNL(Phase-XXI) = 400 MW.
- Tenders Under PPA Stage :- SECI (ISTS-XIV) = 600 MW, (SECI-XVI) = 250 MW, SJVN = 300 MW, NTPC = 300 MW, GUVNL Ph-XXV = 480 MW.

## TRAINING

### JUNE 2018 – JULY 2018

#### PROJECT TRAINEE AT MYWAY SOLAR, GURUGRAM, HARYANA

- Solar Rooftop PV projects: Commercial & Industrial.
- Relation building with channel partners/consultants/system integrators.
- Develop strategy for market penetration.
- Lead generation, update on portals and weekly reporting to management.
- Coordination during execution of project and coordination for collection/subsidy realization.

### JANUARY 2017 – APRIL 2017

#### PROJECT TRAINEE AT RIDHI FORD, NEW DELHI

- Study various machineries for disparate purposes.
- Starting with the simple understanding to the onerous extent.

### JANUARY 2017 – APRIL 2017

#### PROJECT TRAINEE AT SHRI RAM AND PISTONS RINGS LIMITED, GHAZIABAD UP

- Study the process involved in the manufacturing of rings, pistons, piston pins, engine valves.
- Demonstration of various machines which are responsible for the manufacturing & understanding the application of rings based on its geometry.

## SKILLS

- MS Office (Excel, Word, PPT)
- Project Costing5
- Key Accounts Management
- Negotiation
- **e-Bidding Portals** – Bharat Electronic, CPP Portal, NSW and other Tendering Portal
- Strategic Planning
- Helioscope
- SQL

## **LANGUAGES**

- English, Hindi,  
German (Basic)

## **CAREER HIGHLIGHTS**

- Tender participation; prepare techno commercial tender synopsis, attending pre-bid meetings, timely submission of bids, contract signing, commercial compliances, coordination with employer till the commissioning.
- Responsible for end-to-end business cycle management i.e. market mapping, identifying opportunities, lead generation, solution offerings, negotiation, convert them with desired profitability, successful completion & commercial closing.
- Coordinate with cross functional teams to prepare the offer, prepare compliance in coordination with engineering team & perform evaluation of bids.
- To closely monitor project development compliances.
- Prepare updates—Project pipeline, Competitor activity, Policy & Regulations updates, weekly tracker of Bank Guarantees Connectivity & tenders.
- Monitor, study & evaluate the changes in government policies, regulatory frameworks pertains to power & renewable energy sector & analyze its impact on solar energy business.
- Responsible for maintaining healthy & professional employer relationship.
- Develop & manage operations and resources to deliver profitable growth.

## **EDUCATION**

**MAY 2019**

**MASTER OF TECHNOLOGY (SOLAR AND ALTERNATIVE ENERGY), AMITY  
UNIVERSITY, NOIDA UP**

Passed with 8.6 CGPA

**MAY 2017**

**BACHELOR OF TECHNOLOGY (MECHANICAL ENGINEERING), ALFALAH  
UNIVERSITY, FARIDABAD HARYANA**

Passed with 67 %

**MARCH 2013**

**12<sup>TH</sup>, JMI NEW DELHI**

Passed with 68 %

**MARCH 2011**

**10<sup>TH</sup>, JMI NEW DELHI**

Passed with 74 %

## **PERSONAL INTERESTS**

- Badminton, Squash & Drawing
- Finding new tools about my profession.

## **PERSONAL DETAILS**

Birthday: 25-10-1994

Gender: Male

Marital Status: Married

Nationality: Indian

## **REFERENCES**

- **Ms. Swaralipi Maity**  
Executive Director  
M/s Wattpower Systems Private Limited  
M: 9899936407
- **Mr. Zeeshan Khan**  
Founder & MD  
M/s Renewable Connect  
M: 9540507826
- **Mr. Anil Yadav**  
Deputy General Manager – Solar  
Rooftop  
M/s Jakson  
M: 9654861916