

Surendra Kumar Pal

Voice and Whatsapp: +91-9717187633 * E-Mail: skpal.contact@gmail.com

| Business Development | Project Management | Vendor Management |

Self Motivated and Success-driven 15+ Years of working experince , business development head with 10+years of Experinece in business management, Strategy , sales & marketing for Telecommunication, IT , Govt. Sector and Passive Infra & New business development and 5+Years of experince in Project Management.

Skill Set

- ❖ Sales & Marketing
- ❖ Business Account Management
- ❖ Project Management
- ❖ Business Analysis
- ❖ Analytical skills
- ❖ Negotiation skills
- ❖ Sound Judgment
- ❖ Decision Making Skills
- ❖ Problem solving skills
- ❖ Relationship building skills
- ❖ Liaising and Consultancy Services
- ❖ Bid Management

Computer Skills

- ❖ Proficient in MS Office Suite
- ❖ Internet and Email Applications
- ❖ Basic of C,C++,Rstudio
- ❖ Windows (XP, 7 , 10)

CAREER OVERVIEW

Time Period	Company Name	Designation	Customer	Project
From 04-Sept-17 to Continue..	Javi Systems India Pvt. Ltd.	Business Development Head	HFCL Limited HPE BEL MH Police Sterlite Reliance Jio	IPMPLS GOFNMS WIFI I&C and AMC Data Centre Security & Surveliance(CCTV) Sector Addition RRH Swap UBR Small Cell IBS
Aug-2012 to Aug-2017	Shreem Networks Solution Pvt. Ltd	Senior Business Development Manager	Reliance Jio Icomm Ltd Vodafone AST Bharti	OFC MW I&C EMF Solar
April 2010 to July-2012	Alcatel-Lucent Managed Solutions Pvt. Ltd	Sr. Executive (Regional Infra Project Co-ordinator)	MTS RCOM	OFC MW I&C EMF O&M-Infra
Dec 2008 to March 2010	Standard Tele-Towers Pvt. Ltd	Project Manager	Indus Towers Ltd Airtel Zamil Infra	TSP Tower S&I Civil Fndt & Electrical
Feb-2008 to Nov-2008	Aravali Infrapower limited	Project Coordinator	TTSL RCOM	TSP Civil Fndt & Electrical
May 2007 to Jan 2008.	Standard Tele-Towers Pvt. Ltd	Project Coordinator	Bharti Airtel Quippo Telecom	Tower S&I Civil Fndt & Electrical

AREAS OF EXPERTISE

BUSINESS DEVELOPMENT

Business Account Management.

Handling the 'business expansion' and 'strategy formulation' for various IT, Telecom, infrastructure and Other projects.

Meeting with existing customer for smooth operation and also for new opportunity.

Building business relationships with current and potential clients.

Creating and maintaining list of prospect clients and scheduling meetings to present Javi expertise in IT & telecom.

Understanding client needs and offering solutions and support, answering potential client questions and follow-up call questions, responding to client requests for proposals .

Participating in review meetings with the team to discuss about the progress of projects as well as for identifying gaps and suggesting effective solutions for the same

Searching new customer for new business opportunity.

Tendering for Private and Public Govt. Sector

Tender, Proposal and Contract Preparation & submission.

Enterprise, Corporate and SME Client Management.

Business Review, Invoicing and Payment collection.

PROJECT MANAGEMENT

Managing overall operations for executing projects involving Team deployment ,resource mobilization and execution with cost & time parameters.

Monitoring project w. r. t. budgeted cost, demand forecasts, time over-runs to ensure timely execution of projects.

Managing and resolution of Risk | Issue occurred at the time of project execution.

Conducting, Monitoring and Tracking of Acceptance Test without any delay to manage the delivery chain and also conducting Project Closure meetings with the customer and addressing all issues.

Defining best practices for Project Support and Documentation.

Timely invoicing and striving towards no accrued revenue status at all point of time.

Overall profitability of the project.

VENDOR MANAGEMENT

Managing day-to-day supplies performance of vendors to ensure meeting of service, cost, delivery and quality norms.

Dealing with vendor development and domestic purchase.

Evaluating the vendor performance to ensure adherence to pre-defined specifications and supply of quality material for execution of job.

Handling of multiple vendor for multiple project with multiple circle.

Ensuring timely payment to vendors.

PROFESSIONAL EXPERIENCE

Presently [From Sept – 2017 to continue] Working in **Javi Systems India Private Limited** , Gurgaon(Haryana).

Designation – Business Development Head

Customer : HFCL Limited

Projects: IPMPLS I&C(End Customer Indian Army and BSNL)

GOFNMS-Passive Electrical I&C (End Customer Indian Army & Airforce and BSNL)

WIFI Hotspot I&C: (Customer: HFCL Limited and End Customer: BSNL)

Operations & Maintenance: Wifi Hotspot Site Maintenance (End Customer-BSNL)

Customer: HPE

Project: Data Centre Passive Infra S&I(End Customer-PWD/NIC Chandigarh)

Customer: Sterlite Technologies Limited.

Project: IBMS Cabling(Indain Navy))-S&I (End Cistomer –Indian Navy)

Customer: Reliance Jio

Project: Installation & Commissioning of Sector Addition, RRH Swap ,UBR, Small Cell ,Wifi | IBS including Transportation.

Customer: Bharat Electronics Limited.

Project: Security & Surveillance(CCTV) - End Customer PWD/Delhi Govt.

Customer:MH Police

Project: Security & Surveillance(CCTV) - End Customer MH Police..

Responsibilities:

*Business Account Management , Business Anysis, New Business Pipelines management and deal closing. * Meeting With Customer for Business Development. * Contract Negotiations *Tender, Proposal and Contract Preparation & submission. * Enterprise, Corporate and SME Client Management *Opportunity Analysis and Qualification *Marketing Analysis and Campaigns * Vendor /Team Deployment as per requirement. * Vendor Management *Ensuring Invoicing on Time.* Payment Collection .* Profit Maximization *Overall Project Profitability.* Marketing for Existing and New Business Development. Business Target Setting and Achievement.

2. Apr, 2014 – , Aug 2017 M/S Shreem Networks Solution Pvt. Ltd. , Delhi

Designation – Senior Business Development Manager

Aug-2012 – Mar, 2014 M/S Shreem Networks Solution Pvt. Ltd. , Delhi

Designation –Business Development Manager

Customer/Projects:

MW I&C (Client: BSNL(Icomm Limited) , Circle: Uttarakhand), Scope of Work : Transporation of Material from Ware house to site, Installation of Antenna , Installation of IDU|ODU , Cabling and support for commissioning.

EMF (Client: Vodafone | Bharti (TCEPL) , Circle: Kolkata & ROWB , Uttarakhand), Scope of Work : Deployment of Engineers with GPS, Camera and others., Collection of Data from Site as per given parameters , Report Preparation.

Underground Optical Fiber Cable Project (Client : Reliance Jio , Circle : Uttarakhand), Scope of Work: Scope of Work: ROW| Permission,Transportation of Material from customer Ware house to Route Ware house ,Trenching and ducting by open trench or HDD method, Installation of MH|HH , OFC Blowing, Instt of Route Marker , OTDR , LSPM Report , Fiber Termination & Preparation of ABD.

Solar Pannel Installation (Client : TTSL(AST), Circle : Uttarakhand), Scope of Work: Transportation of Material from Ware house to site , Civil Work , Installation of Solar Panels and electrification.

Responsibilities:

* Meeting with existing and New Customer for Business Development. * Pricing and Negotiation with Customer till deal closing * Marketing for Existing and New Business Development. * vendor management *Coordination with customers. * update to customer through Daily Progress Report. * Invoicing and Payment collection. * Business Analysis –Proft/Loss

3. APR, 2010 – July, 2012 Alcatel Lucent Managed Solutions (I) P. Ltd ,Kolkata

Designation –Sr. Executive

Job Profile: Regional Infra Project Co-ordinator – East.

Projects:

Underground Optical Fiber Cable Project (Client :RCOM , Circle : Bihar & Jharkhand), Scope of Work: apply and DN ROW| Permission,Transportation of Material from customer Ware house to Route Ware house ,Trenching and ducting by open trench or HDD method, Installation of MH|HH , OFC Blowing, Instt of Route Marker , OTDR , LSPM Report , Fiber Termination & Preparation of ABD.

3G Projects(MW I&C) – Reliance, Kolkata & West Bengal [From Oct-2010 to May-2011.], Scope of Work: Transporation of Material from Ware house to site, Installation of Antenna , Installation of IDU|ODU , Cabling and support for commissioning.

EMF (Reliance , Circle: Kolkata & ROWB) [From Oct-2010 to May-2011.],, Scope of Work : Deployment of Engineers with GPS, Camera and others., Collection of Data from Site as per given parameters , Report Preparation and Report submission to BSNL/TRAI.

Responsibilities:

*Vendor Identification and coordination with commercial team for vendor deployment . * Route allocation for work to vendor * Vendor Management . * Execution planning as per SOW including Target setting , Budget cost, P/L. * coordination with vendor and team for delivery of project on time. * Meeting with Vendor and customer for smooth operations. * Reporting to NHQ through Daily Progress Report tracker. * Reporting to Customer through Daily Progress Report Tracter * Material Management. * Material Reconciliation. * Coordination with Customer and Team for AT. * Work Completion certificate signoff from customer. * Folder preparation for Invoicing.

Projects : O&M Infra – MTS(SSTL) [From April-2010 to Sept-2010] Scope of Work: Resolution of all infra related issues for better Network availability , Maintenance of Passive Infra of Sites, Coordination with IP and Media vendor.

Responsibilities:

Meeting and Coordination with Customer (SSTL-MTS). * Coordination with OMCR and Switch Team. * Meeting and coordination with IP & Media vendors. * Reporting to Customer daily outage report , networks performance report , outage report IP vendor wise . * Power Alarm monitoring and analysis. * Outage report to IP Vendors((INDUS , QUIPPPO , WTTIL, XCEL , GIL , ITIL , RCOM) on Daily Basis. * Escalation to IP Vendors for the customization of outage. * Planning to Minimize the outage. * Inspection and Reporting of DC Energy Mtr and Alarm Multiplexer with the help of Site Engg. * Fuel Management * Coordination with Clients for EB Works.

4. Dec, 08 – March, 2010 Standard Tele – Towers (P) Ltd. Ghaziabad,India.

Designation –Project Manager

Projects:

TSP(Client: Indus Towers Limited , Circle : UP East & UP West), Scope of work : Site Survey , Soil Testing and reporting ,Construction of tower foundation including DG & OD foundation , Tower Supply and Installation , Transportation of Material from Indus Ware house to site , Electrical work , Boundary Wall work , PMC, EB Connection

Civil Work for Tower Foundation & Tower Supply & Installation(Client: Quippo Telecom , Circle : UP East & UP West), Scope of work : Construction of tower foundation including DG & OD foundation , Tower Supply and Installation , Boundary Wall work .

Tower Supply and Installation (Client: Zamil Infra , Circle : UP East) , Scope of Work : Tower supply at site , Installation of tower at site , Tower AT

Responsibilities:

Attending Meeting with Customer. * Project Execution plan as per SOW including Target , budget, Cost .* P\L. * Team Deployment as per requirement. *Coordination with Team member and customers. * Coordination with A class material supplier vendor .* Material Management . * Transportation Management * Ensuring quality of work. * update to customer through Daily Progress Report. * AT and Invoice on time.

5. FEB, 08 – NOV, 08 M/S Aravali Infrapower Limited New Delhi,India.

Designation –Project Co-ordinator

Projects:

TSP(Client: Tata Tele Services Limited , Circle : Bihar and Jharkhand), Scope of work : Site Survey , Soil Testing and reporting ,Construction of tower foundation including DG & OD foundation , Tower Supply and Installation , Transportation of Material from TTSLware house to site , Electrical work , Boundary Wall work , PMC, EB Connection

TSP(Client: Rcom , Circle : Delhi-Ncr), Scope of work : Site Survey Construction of tower foundation including DG & OD foundation ,Transportation and shifting of Material from RCOM ware house to site , Electrical work , Boundary Wall work , PMC, EB Connection

Responsibilities:

Attending Meeting with Customer TTSL, SPEL and RCOM. * Project Execution plan as per SOW including Target , budget, Cost .* P\L. * Team Deployment as per requirement. *Coordination with Team member and customers. * Coordination with A class material supplier vendor .* Material Management . * Transportation Management * Ensuring quality of work. * update to customer through Daily Progress Report. * AT and Invoice on time.

6. MAY, 07 – Jan, 08 Standard Tele – Towers (P) Ltd. Ghaziabad,India.

Designation –Project Coordinator

Projects :

Civil Work for Tower Foundation & Tower Supply & Installation(Client: Bharti Airtel Limited , Quippo Telecom , Circle : UP East & UP West), Scope of work : Construction of tower foundation including DG & OD foundation , Tower Supply and Installation , Boundary Wall work .

Tower Supply and Installation (Client: Bharti Airtel Limited , Circle : Bihar and Jharkhand Circle) , [from may,06 – April ,07] , Scope of Work : Tower supply at site , Installation of tower at site , Tower AT

Responsibilities:

Attending Meeting with Customer Bharti Airtel , Quippo. * Project Execution plan as per SOW including Target , budget, Cost .* P\L. * Vendor /Team Deployment as per requirement. Vendor management*Coordination with Team member and customers. * Material Management . * Transportation Management * Ensuring quality of work. * update to customer through Daily Progress Report. * AT and Invoice on time.

ACADEMICS

2022 Pursuing Executive Business Analytics & Intelligence Program from IIM-Rohtak
2013 MBA from Shobhit University, Meerut, UP
2003 B.Sc(Computer Application) from NIT Patna(Formerly known as Bihar College of Engineering, Patna)
2000 H.S.C. from B.I.E.C Board
1998 S.S.C. from B.S.E.B Board

PERSONAL DETAILS

Date of birth 13-11-1982
Father's name Sri Kashi Nath Pal
Nationality Indian
Marital Status Married
Passport Available
Address 61A, Om Sai Garden , Street No-08, Chipiyana, Gautam Budhnagar, UP-201009
E mail Skpal.contact@gmail.com
Mobile +91-9717187633

Place:

Date:

Signature