

Surendra Kumar Pal

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To pursue a challenging and creative career in the field of IT & Telecom, where I can apply my existing knowledge and creativity, acquire new skills, and contribute effectively to the organization.

CAREER OVERVIEW

Offering more than 18+ years work experience in IT & Telecom, Business Development (Approx 10 Years Exp.) and 8 Years for Project management.

- ☑ Currently Working as a Business Development Head with Javi Systems India Private Limited, Gurgaon for Telecommunication, IT and Software [From Sept-2017 to continue]
- ☑ Worked as Senior Business Development Manager with M/S Shreem Networks Solution Pvt. Ltd., Delhi (Apr-2014 to Aug-2017)
- ☑ Worked as Business Development Manager with M/S Shreem Networks Solution Pvt. Ltd., Delhi for (Aug-2012 to Mar-2014)
- ☑ Worked as Sr. Executive (Regional Infra Project Co-ordinator) in Alcatel-Lucent, for Reliance info comm. Kolkata, Bihar & Jharkhand Circle (April 2010 to July-2012) .
- ☑ Worked As Project Manager For TSP Project(Indus Tower) in M/s Standard Tele-Towers Pvt. Ltd., Ghaziabad From Dec 2008 to March 2010.
- ☑ Worked As Project Coordinator For TSP Project (TTSL-Bihar and RCOM-Delhi) in M/S Aravali Infrapower limited., New Delhi from Feb-2008 to Nov-2008.
- ☑ Worked As Project Coordinator For Telecom Infra Project(Bharti-UP East & Bihar) in M/s Standard Tele-Towers Pvt. Ltd., Ghaziabad From May 2006 to Jan 2008.
- ☑ Worked As Project Coordinator for Tower S&I Project In VSP Enterprises Pvt. Ltd., Sonapat From Jan-04 to April-06.

SKILL SET

**Excellence in Sales & Marketing
Business Account Management
and Project Management**

Business Analysis

Analytical skills

Negotiation skills

Sound Judgment

Decision Making Skills

Problem solving skills

Relationship building skills

**Marketing for Business
Development**

**Liaising and Consultancy
Services**

MANAGERIAL

- ☑ Planning and Goal Setting for New Business development and Annual Revenue
- ☑ Business & P/L Analysis.
- ☑ Planning and Execution of Project as per SOW ,Project Specification
- ☑ Planning and Resolution of Project under guideline of SOW ..

FUNCTIONAL

Business Development

- ☑ Meeting with existing client and new client for addition of new business
- ☑ Business Account Management.

Project Management

- ☑ Meeting with clients for smooth project execution and delivery of project.
- ☑ Co-ordination with Team Member , Vendor for Sharing of technique to the execution of Project for quality and timeline.

Client Servicing

- ☑ Good Relationship with Clients for resolution of escalation
- ☑ Project review with Clients for performance, Problem Solving ,satisfaction and further execution.

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 & Surveliance(CCTV) - End Customer PWD/Delhi Govt.

Customer:MH Police

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

Responsibilities:

*Business Account Managemnt , 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, 06 – 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.

7. Jan, 04 – April'06 VSP Enterprises Pvt. Ltd. Sonipat(Hariyana).

Designation : Project Coordinator

Projects:

Tower Supply and Installation (Client: Bharti Airtel Limited , Circle : UPE|UPW|HR|PNB) , , Scope of Work : Tower supply at site , Installation of tower at site , Tower AT

Responsibilities:

Tower Dispatch Planning. * Coordination with Transport Partner. * Coordination with Customer . * Coordination with tower erection team . * Tower Dispatch from plant to site. * Reporting to customer and management through Daily Progress Report * Tower AT * Invoice submission at circle level.

COMPUTER KNOWLEDGE

Internet & E. Mail * MS Office – MS Excel , MS Word , MS Power Point, MS Paint * VB6 , MS Access * C++

ACADEMICS

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
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Marital Status Married
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Place:

Date:

Signature