

Debargha Sarkar

Summary		
Result oriented Energy Professional with 10+ years of experience in Power Distribution, Natural Gas Trading, Renewable Energy, and Regulatory Strategy. Expertise in managing C&I clients, developing RE projects, and optimizing energy procurement through Open Access and Exchange platforms. Skilled in strategy, business development, consultancy, policy analysis, and project execution for sustainable energy solutions across India.		
Qualification	Institute	Year
MBA (pursuing)	Indian Institute of Management, Ahmedabad	2024-2026
PGDC (T&D)	National Power Training Institute, New Delhi	2015
B.Tech (EEE)	West Bengal University of Technology (WBUT), Kolkata	2013
XII, WBBSE	Margaret (S.N.) English School, Siliguri	2009
X, WBBSE	Margaret (S.N.) English School, Siliguri	2007
Core Competencies		
Business Development Power & Gas Trading Renewable Energy (Solar/Wind/Hybrid) Regulatory & Policy Analysis Consultancy Contract Negotiation C&I Client Management Revenue Optimization ESG & Carbon Consulting Project Execution Data Analysis		
Work Experience		(127 Months)
Hero Future Energies, Ahmedabad		(23 Months)
Manager – Commercial & Industrial (C&I)		February '24 - present
Roles and Responsibilities: - • Business development and strategy for Hybrid, Green Hydrogen and BESS projects under Group Captive and Open Access models. • Conduct market and policy analysis to identify growth opportunities, assess risks, and guide management strategy. • Build and manage a C&I client portfolio across Gujarat and beyond; design tariff structures aligned with project IRR targets. • Lead deal origination to closure, including client acquisition, proposal development, negotiation, and contracting. • Ensure regulatory compliance with SERC/CERC orders; engage with agencies to secure permits and licenses.		
Manikaran Power Limited, Ahmedabad & Bengaluru		(36 Months)
Manager – Business Development.		January '21 - January '24
Roles and Responsibilities: - • Drove Power Trading through exchange, STOA, and MTOA with ~80 MW aggregate portfolio; achieved ₹1.35 Cr revenue in FY 22. • Managed Natural Gas trading (1.8 Cr MMBtu) generating ₹4.2 Cr revenue in FY 23. • Built partnerships with GAIL, GSPC, BPCL, IOCL, Shell, Torrent etc. for RLNG sourcing. • Guided clients on RECs trading and RPO compliance; enabled savings through RE procurement under GC/Third-party models.		
Shyam Indus Power Solutions Private Limited, New Delhi		(15 Months)
Assistant Manager – Business Development		August '19 - November '20
Roles and Responsibilities: - • Supported bidding for CESU Odisha Distribution Franchisee, coordinating technical and financial evaluations. • Conducted due diligence for Solar CAPEX/OPEX projects and managed project execution. • Designed pilot project converting 5000 AP tubewells to SPV systems, saving ₹50 Cr subsidy annually. • Performed business analytics, SWOT analysis, and identified new market opportunities.		
Riverside Utilities Private Limited, Bhubaneswar		(53 Months)
Divisional Revenue Manager		February '15 - July '19
Roles and Responsibilities: - • Oversaw billing & revenue recovery for 70,000+ consumers; achieved ₹50 Cr revenue (FY19) and reduced AT&C loss by 5%. • Introduced Online Spot Billing & Collection via Android, improving efficiency across rural/suburban areas. • Managed a team of 130+ staff across billing, collection, and vigilance functions.		
Additional Certifications		
• Dispatcher Training Simulator (AREVA e-terra) – Power System Training Institute, Bengaluru • Hot Line Maintenance of EHV/UHV Lines – HLTC, Bengaluru • PLC, SCADA & AutoCAD – WEBEL Academy • Industrial Training – WBSETCL (132 KV Behala Substation)		

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