



DEBARGHA SARKAR

📍 Ahmedabad, Gujarat

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PROFESSIONAL SUMMARY

An Electrical Engineer skilled in Indian Standards of Power Management & Engineering from NPTI, New Delhi | Professional Expertise of 9+ years in Power Distribution, Power Trading, Natural Gas trading and Renewables delivering responsibilities of providing Sustainable Energy Solution to the C&I clients across the country | Looking for Business Development, Marketing, Strategy, Energy Consulting and Regulatory Advisory Roles with established organizations in the market.

ACCOMPLISHMENTS

- Traded more than 1 Cr MMBtu of Natural Gas over Exchange Platform for prominent Fertilizer Industries, Glass Industries, NG Resellers and CGDs based in Western India
- Converted and maintained highest number of Natural Gas consumers and Resellers as Client and helped them to efficiently source Natural Gas for their consumption
- Developed and maintained fruitful relation with different key personnel of PSUs and eminent private/JVCs in Natural Gas sector such as GAIL, GSPCL, BPCL, IOCL, Torrent, Shell Energy etc
- Diligently serving as overall functional in-charge of Karnataka and Gujarat State for a Top Energy Solution Provider delivering solutions to prospective C&I clients through Conventional and Non-conventional Power through Open access, Natural Gas Trading, Renewable Energy consultancy, Solar Rooftop & Carbon Offset Solutions
- Managed Commercial Responsibilities in half of Electrical Division for Power Distribution Franchisee under CESU, Odisha and successfully took part in Commercial Project Planning and Co-ordinations leading to Monthly AT&C Loss Reduction of the Electrical division
- Implemented Online Spot Billing and Spot collection through Android Mobile in an Electrical Division under CESU for the First time ever
- Indexed 1,00,000 consumers with Transformers and Pole with the help of GIS mapping

EXPERIENCE

Manager - Commercial & Industrial (C&I), 02/2024 - Current
HERO ROOFTOP ENERGY PRIVATE LIMITED, Gujarat

- Leading Business Development department for sell of Renewable (RE) power and Green Hydrogen solution. Major roles are to assist in developing RE Parks (Solar/Wind/Hybrid), Regulatory advocacy, RE power sell to Industrial consumers and Contract Management
- Analyzing the SERC draft regulations/ suo-moto orders to evaluate business case for the organization and foresee all the project related risks associated during the lifetime of the RE Asset.
- Preparation of pool of C&I clients in Gujarat and outside also for power sell under Group Captive Model.
- Understanding their optimum RE requirement and negotiating for the Tariffs with those

so that our project IRR could be in the range as per lenders' target.

Manager - Business Development, 01/2021 - 01/2024

MANIKARAN POWER LIMITED, Gujarat and Karnataka

Power Trading:

- Delivering Responsibilities of Business Development in Power Trading through Exchange, Bilateral STOA and MTOA to C&I Consumers through Prospective Intra State and Inter State Generators and managing their Power portfolios. **Achieved net revenue of Rs 1.35 Cr in FY 2021-22 through Bilateral Power through aggregate quantum of approx. 80 MW.**
- Analyzing the CERC/SERC draft regulations/ suo-moto orders to create business opportunity for the organization and strategize prospective solutions for the clients
- Negotiation for the Tariffs with the Generators so that there could be a substantial Cost benefit for availing Open access Power by the Clients
- Guided clients in fulfilling Renewable Purchase Obligation (RPO) compliance through Trading of Renewable Energy Certificates (RECs) over Exchange platform as well as Bilateral mode
- Developed and Maintained fruitful business relationship with bouquet of Generators/IPPs and C&I Consumers having bulk Quantum requirement for Trading Power through Open Access

Natural Gas/ LNG Trading & Marketing:

- Responsible for Trading of Natural Gas over Exchange platform as well as through Bilateral mode on behalf of prominent industries related to fertilizers, Glass, Steel, CDGs and own reselling entity along with key Resellers such as GSPC based in Western India. **Achieved net revenue of Rs 1.20 Cr in FY 2021-22 and Rs 4.20 Cr in FY 2022-23 through NG trading of approx. 1.80 Cr MMBtu**
- Understanding details of current ongoing NG contracts such as contracts tenure, ToP obligation, etc of clients and guiding them with effective sourcing plan to maintain a feasible price weighted average
- Built business relationship with different PSUs and eminent private/JVCs in Natural Gas sector such as GAIL, GSPC, BPCL, HPCL, IOCL, Torrent, Shell Energy etc to source RLNG for clients both over exchange and bilateral arrangements
- Planning and exploring business opportunities and diversify into Natural Gas marketing sector through sourcing Domestic Gas/ RLNG and selling them through bilateral arrangements in Short term or Medium Term contracts. **Participated in RFP floated by ONGC in September 22 for sourcing Gas from KG DWN 98/2 on behalf of 4 nos. C&I Clients in Gujarat/Rajasthan/AP**

Renewables and ESG:

- Keeping the organization cognizant of different Renewable Power Policies such as Solar, Wind and WS Hybrid in the state and their respective reforms in Tariff Frameworks and applicability in C&I Level
- Managing and Implementing Region wise Short term and Medium term Strategy and Goals by analyzing and foreseeing the current and future Regulatory aspects as well as the Market trends
- Analyzing current arrangements (both conventional and non-conventional) of the clients, studying their time block wise consumption pattern and offering them precise RE solution depending upon the prevailing policies in the state
- Guided clients through RE power purchase in form of Third party and GC model from prominent IPPs leading to savings in power purchase cost as well as achieving their RE100 goals
- Providing end to end consultancy service to prospective clients to guide them through Policy advocacy, Consumption analysis, Asset Acquisition, Agreement signing,

Application procedures etc **Successfully provided Consultancy Service to a leading Oxygen Manufacturer for achieving their green oxygen goals**

- Provided Capex Net metered Solar Rooftop solution up to 1 MW and coordinated project execution stages such as GEDA Application, Implementation of the Key Plan Layouts, EPC and commissioning to C&I clients. **Recently executed 1 MW Net metered Rooftop SPV project costing around Rs 4.62 Cr for a Spinning Mill located in Sanand, Ahmedabad**
- Providing GHG Assessment services under Scope 1 and Scope 2 for assessing Carbon Footprint to MNCs/Export oriented manufacturers
- Consultancy services to clients catering their voluntary ESG goals under Scope 1 and 2 by procuring GCC and I-RECs respectively for meeting compliance under Net Zero/RE 100/CDP

Assistant Manager, 08/2019 - 11/2020

SHYAM INDUS POWER SOLUTIONS PRIVATE LIMITED, New Delhi

- **Business Development** - Explored RFP floated by CESU, Odisha regarding award of Distribution Franchisee for 15 Electrical Division, Followed up Bid Proposal requests, attained Pre-Bid Meetings, Raised queries and Clarifications, assisted in Financial and Technical Evaluation of Bids co-coordinating with Resources of the Company.
- **Renewables** - Done Due Diligence of Solar CAPEX/OPEX projects and Coordinated Project execution according to the requirement of the Client
- **Project in UHBVNL & DHBVNL (Haryana)** - Prepared a detailed pilot project report creating business opportunity for converting 5000 Grid connected AP Tubewell connections into Standalone SPV Tubewell thus to assist DISCOM overcome Rs 50 Cr subsidy amount annually.
- **Business Analyst Function** - Analyzing all the Past Business Trends of the company, SWOT Analysis, Innovating new Thoughts and Opportunities.

DIVISIONAL REVENUE MANAGER, 02/2015 - 07/2019

RIVERSIDE UTILITIES PRIVATE LIMITED, Bhubaneswar

- Managed all commercial activities including Monthly Billing and Revenue recovery of 70,000 Single Phase Consumers and 1,500 Three Phase Consumers including 10 HT industrial consumers with a hierarchy of 30 Engineers and 100 Plus Diploma/ITIs in Nimapara Electrical Division, CESU. **Achieved over 50 Cr revenue in FY 2018-19 in NED division and improved AT & C Loss by 5% in the same FY**
- Planned and executed Reading and Online Spot Bill to cover 100% consumers in the stipulated time every month through Android Mobiles in Rural and Sub-Urban Areas
- Planned & Maintained the Collection due dates, achieved Revenue recovery Targets set Area wise, met the Govt standards as well as Business requirement of the Utility through Online Spot Collection by Android Mobiles
- Analyzed data relating to Consumption, Maintained Consumer database, Verified Stop Bill cases and billing Pattern, Initiated Bill Correction, and redressed Consumer Grievance to good effect for driving the Process Smoothly
- Planned area wise Billing Efficiency improvement through CAPEX and OPEX works, verified Route Village wise Energy Meters, accounted total Mechanical / Defective Metes and replaced those assets timely
- Assisted Vigilance activities through Enforcement to minimize Power theft and unauthorized access in Rural Theft Prone Areas

PROJECTS AND TRAINING

- Operated **Dispatcher Training Simulator (DTS)** by AREVA e-terra software used at NLDC, New Delhi to control the GRID RTUs throughout the country at **Power System Training Institute, Bangalore** in 2014
- **Hot Line Maintenance** of EHV & UHV Transmission Lines to Avoid Shut Downs and Huge Revenue Loss during Scheduled Maintenance at **Hot Line Training Center, Bangalore** in 2014.
- **Industrial Automation** - PLC, SCADA & AutoCAD from **WEBEL Academy** in 2013.
- Vocational training at Behala (132/33/11 KV) Substation, Joka under West Bengal State Electricity Transmission Corporation Limited (WBSETCL) in 2012.
- **Ash handling Plant** - Designed a project on Ash Handling Plant consisting of 40 crushers and one pump with the help of **LAD** logic on **SIEMENS STEP 7.5.5** software which can be operated by a single Auto start Button leading in decremented Manual intervention.

CORE SKILLS

- **TECHNICAL:** Operation and Maintenance of Grid Transmission Lines, Insulator Stringing, Substation equipment handling including Bus bars, LAs, CBs, Isolators, Relays, CT & PT
- **COMMERCIAL:** Marketing, B2B & B2C Sales, Business Development, Lead Generation, Negotiation, Tendering, Regulatory analysis, Planning & Strategy, Team Leading, Staff Management, IR management, Team building and Data Analysis.
- **SOFTWARE :** PLC SIEMENS STEP 7.5.5, PLC ROCKWELL RS LOGIX 5000, SAP, AutoCAD, MS Excel, MS Word and MS PowerPoint.

EDUCATION

National Power Training Institute (NPTI), New Delhi, DL, 2015

PGDC: Operation and Maintenance in Transmission and Distribution

Pailan College of Management & Technology, Kolkata, 2013

B. TECH: Electrical and Electronics Engineering

Margaret (S.N) English School, Siliguri, WB, 2009

HIGHER SECONDARY EXAMINATION: Science

Margaret (S.N) English School,, Siliguri, WB, 2007

MADHYAMIK EXAMINATION: General

ADDITIONAL INFORMATIONS

- **Date of Birth :** 17th September, 1991
- **Languages Known:** English, Hindi, Bengali and Odia.
- **Nationality :** Indian
- **Relocation:** PAN India and Abroad