



SATYENDRA KUMAR (DESIGNATED PARTNER & CEO)

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Visionary leader with extensive expertise in **management consulting, business development with strategy and operations management** to leverage a **management position in the Power industries** focusing on energy/substation/grid power/network distribution & transportation segment (metro/rail) for smart/digitization/automation (ADMS/DMS/BMS) of its electrical distribution network along with control/data center.

PROFILE SUMMARY

- Over 19 years of experience in the Electrical and Automation industries, specializing in Energy Automation, Network Automation Substation Automation, Smart Grid & Solutions, Installation of Smart/Conventional Substations/Grid and Electrical LT & MV Switchboards & products development based on industry demand and Complete Electrification, lighting & fire system in high rise commercial buildings along with the setup of substation
- Currently positioned as the Designated Partner and CEO at Satech Vidyut Automation EPC LLP, responsible for Business Development, Project Management, Business Intelligence, Network Expansion, PNL Management and overall company operations
- Key skills and competencies include business development, marketing, customer coordination, order booking, procurement, and project management, order execution and handover
- Proven success in managing high-value projects involving planning, execution, monitoring, process and evaluation, value engineering, waste reductions, cost control, safety and takes care of Energy Conservation Activities
- Fostered change in company culture to be more open, transparent, and accountable
- Successfully transformed under-performing business units and teams, into top-performers; delivered multi-fold growth of earnings before interest, taxes, depreciation, and amortization (EBITDA), The compound annual growth rate (CAGR) and Market Share
- Developed & delivered new segment solutions, projects & products, new markets and retained existing clients with exponential Revenue Growth. Profitability increased in double-digits with sustainable fundamentals
- Liaised with various Industrialist, Ministries, Government Agencies, B2B and G2G
- Recognized & awarded for developing new business segments & driving various operational improvements, contributions in projects, technology intervention with a deep-seated understanding of many Business
- Dynamic, go-getter, pragmatic and focused with excellent planning, leadership and problem-solving skills

CORE COMPETENCIES

Project Management
Strategic Planning
Budget/Sale Forecasting

Management Consulting
Risk Management
P&L Management

Organizational Restructuring & Development
High Stake Negotiations
Government Contracting

SOFT SKILLS

Visionary Leadership
Excellent communication

Cross-functional Coordination
Multi-Tasking & Decision-Making

Analytical
Team Building

ACADEMIC DETAILS

- 2013: ACPDM (Advanced Certification Program in Distribution Management) from IGNOU in 2013 with 66.38%
- 2013: M.B.A in Operation from IGNOU with 58%
- 2005: B.Tech. in Electrical Engineering from U.P. Technical University Lucknow with 63.13%
- 2000: Intermediate from U.P Board Allahabad with 59.6%
- 1998: High school from U.P Board Allahabad with 67.5%

WORK EXPERIENCE

M/S Satech Vidyut Automation EPC LLP, Noida

Designation: Designated Partner & CEO

May'17 to Till Date

Key Result Areas:

- Leading operations and strategic directions, responsible for business growth, project and product management, and cross-functional management
- Achieving more than 20% increase in business revenue and more than 25% increase in sales through market diversification and improved organizational responsiveness
- Optimizing engineering processes, resulting in 10% reduction in revision costs and operational costs
- Developing and introducing new solutions for the Indian market, contributing to increased sales and profitability along with market diversity
- Developing new potential markets, products and taking the strategic decisions. Monitoring market trends & identifying potential areas to Invest for long run sustainability, based on industry needs and focusing economical options of spending to grow business

- Supporting the overall process of management and corporate decision-making to ensure the organization maximizes its short, medium, and long-term profitability and shareholder returns
- Efficient Internal Controls, Corporate Governance and Management Information System (MIS System)
- Successfully delivered projects in the electrical and automation industry, including civil construction, substation installation, and government infrastructure projects

M/S Schneider Electric Infra Ltd., Noida

Designation: Manager Engineering (Smart Grids, SAS & Railways/transpiration)

Apr'12 to May'17

Key Result Areas:

- Managed engineering and execution teams for transportation (railways/metro) and substation automation system (SAS) projects
- Successfully executed the first SCADA/Control System for metro rail project for the organization in India
- Achieved more than 5% cost optimization in engineering through smart engineering practices
- Executed substation automation projects up to 765kV, optimizing material usage and reducing costs
- Demonstrated expertise in resource management, project planning, and coordination with customers and stakeholders

M/S Schneider Electric Ltd., Gurgaon

Designation: Asst. Manager (Power Solution Center-PEC/Strategy & Alliance BU-Smart Grid)

Jul'10 to Mar'12

Key Result Areas:

- Developed and executed unmanned substation solutions for the organization
- Accelerated automation projects that were on the verge of shutdown for distribution companies
- Successfully coordinated with customers, consultants, and external agencies for project execution
- Demonstrated excellence in engineering and revision control of engineering drawings and documents

M/S C&S EFACEC MV India Pvt. Ltd., Greater Noida

Designation: Sr. Design Engineer (Electrical)

Apr'09 to Jun'10

Key Result Areas:

- Designed & Developed MV primary and secondary distribution switchboards, optimizing material usage and standardizing drawings
- Coordinated with customers, consultants, and external agencies for successful project execution
- Installed, tested, and commissioned products, ensuring compliance with specifications and customer requirements
- Provided support for purchasing and fabrication activities, ensuring correct managerial decisions and quality control

M/S KMG Atoz Systems Pvt. Ltd., Noida

Designation: Sr. Electrical Engineer (Design)

Apr'07 to Apr'09

Key Result Areas:

- Designed, Prepared & submitted LT Switchboards drawings after verification for customer approval & taken approval with minimum revisions
- Optimized and controlled revisions of drawings, ensuring accuracy and efficiency
- Supported for procurement, fabrication & site commissioning activities, ensuring correct managerial decisions and quality control

Prolific System & Technologies Pvt. Ltd., Noida

Designation: Project Engineer (Process Automation)

Jul'05 to Apr'07

Key Result Areas:

- Designed, Prepared & submitted process automation drawings after verification for customer approval & taken approval with minimum revisions
- Developed logic diagrams, SCADA systems, and PLC programming for process automation projects
- Executed projects from start to handover, including documentation and training to customer

TECHNICAL SKILLS

- **Substation Automation Zero defect Solution by including** System Architecture, Engineering & Design, Protocol (IEC-61850, IEC-60870-5-101/104/103, Modbus), SCADA (Clear SCADA, Vijeo Citect, Power Logic SCADA, Wonderware, PACIS tools), Controllers (RTU, FRTU, FPI, IEDs, PLC), Network (Topology & Hardware), Control Centers (Server, Workstations, Monitors, LVS, Printers), Communication (GPRS/GSM Modems & Routers, Firewall, M2M Gateways), Sensors (PT100, RTD, Float Type Level Sensors) and many more system required software & configuration tools and devices
- **MV Switchboards (Up to 33kV System):** Design/Engineering & development, Testing, Component Selection & procurement, Internal & external Inspection, Supply, Installation, Testing & Commissioning and Handover
- **LT Switchboards (Voltage-415/230VAC):** Design & Engineering, Testing, Component Selection, Inspection, Supply, Installation, Testing & Commissioning
- **AutoCAD**
- **ERP** - Creating and editing data for electrical items, Purchase orders & BOM (Bill of Material)
- **Computer Proficiency:** Windows and MS Products
- **Corel, Paint, Tally** (Basic)

TECHNICAL ASSIGNMENTS

SATECH VIDYUT AUTOMATION EPC LLP

- **Substation Automation System (SAS)**
 - SITC of 220kV Substation Automation for BARC Mumbai(Maharashtra)
 - Commissioning of 220kV Substation Automation for TAN-TRANSCO Karamadai (Tamil nadu)
 - SITC of axillary system for 220kV Substation Automation system for BARC Mumbai(Maharashtra)
 - SITC 100KV Substations Automation at BARC, Mumbai (Maharashtra)
 - SITC 220/66KV Substations Automation at Narayana Garth Sugar Mill (Haryana)
 - LT DT Monitoring system for Dis-com M/S Noida Power Corporation Limited
- **Process Automation**
 - Services & support for Process plant automation for Utilities at Honda plant, Haryana
- **Electrical**
 - SITC, (Design & Engineering) of 33/11KV Smart Grid Substation for Tata Power Delhi Distribution Ltd. (TPDDL), Delhi
 - SITC for Electrical Scope in IPDS project for NDMC New Delhi a/c Larsen & Toubro limited, New Delhi
 - SITC of APFCR & Servo Stabilizer to control & stabilities of voltage at Italian Embassy Cultural, New Delhi
 - SITC for Electrical Scope in commercial building on A/c Blue Star Limited, Mumbai
 - SITC for Electrical Scope in commercial building on A/c Godrej & Boyce Limited for MHPL, Gurgaon.
 - SITC for Electrical Scope in commercial building on a/c Voltas Limited for Voltas Limited, Mumbai
 - SITC of MV & LT Electrical Equipment for Residential Society, Bareilly for LA Infra Ltd.
 - SITC of Electrical System Upgradation of Distillery plant at M/S Simbhaoli Sugar Ltd.
 - SITC of Electrical works for Distillery, Saharanpur for M/S Cooperative Company Ltd.
 - SITC of Electrical Panels for LA Retreat & Hotels, Delhi at Lahag Group
 - SITC of Electrical & fire system in commercial Building for DLF Megamall, Gurgaon, Haryana
 - Maintenance of lighting system outside the island at Nuclear Power Corporation India Limited(NPCIL), Gujarat
- **Civil**
 - Civil Construction of building & laying of pipeline in Gram Panchayat under Jal Jeevan Mission (JJM), UP
 - Civil Construction of Substation Control Room building for NTPC Odisha on a/c Leaser Power infra Ltd.
- **Power Backup System**
 - SITC of DG Set for Residential Society, Bareilly for LA Infra Ltd.
 - SITC of UPS for Indraprastha Gas Limited, Delhi

WOR EXPERIENCE ON BEHALF OF REPUTED MNC/GROUP/COMPANIES:

- **Transportation Segment Project:** Power System Monitoring & Control System for M/S Hyderabad Metro Rail Project
- **Up to 760kV Substation Automation System for various private, Govt. & Utilities Customer**
- **Network Automation for North Delhi Power Limited (NDPL) (Recently TPDDL)**
- **33/11kV Unmanned Substation Commissioning & Handover**
 - Uttar Haryana Bijli Vitran Nigam, Government of Haryana
 - Himachal Pradesh State Electricity Board
- **Feeder Automation**
 - North Delhi Power Limited (NDPL), recently known Tata Power Delhi Distribution Ltd, Delhi
 - DT monitoring @Noida Power Company Limited (NPCL)
- **Pilot Project/Exhibition/Road Show**

PERSONAL DETAILS

Date of Birth: 5th February 1984

Languages Known: English and Hindi

Current Address: B2-901, Panchsheel Greens-2, Greater Noida-201318, UP, (India)