

SREEHARI VETHIRAMANA

sreehariv.vethiramana@outlook.com | Mobile: 0469069955
Granville, NSW 2142

PROFILE

- Studying Electrical Engineering Master's degree from Western Sydney University, Australia.
- Electrical Engineering Bachelor's degree from the Institute of Engineers India.
- 4.5 years of experience in solar field.
- Expertise in rooftop solar system.
- Ability to manage time and competing priorities.
- Proven computer skills in Windows and Microsoft Office suite, including Word and Excel.
- Excellent team player.
- Good Analytical and problem-solving skills.

EXPERIENCE SUMMARY

SML Solar	Sales & Project Engineer	Mar 2023 – June 2023.
TATA Power Solar.	Project Engineer	Aug 2021 – Dec 2022.
TATA Power Solar.	Sales Engineer	Aug 2019 – July 2021.
TATA Power Solar.	Service Coordinator	Aug 2018 – July 2019.

EDUCATION

Electrical Engineering (Master's degree)
Western Sydney University, Australia
On going program

Electrical Engineering (Bachelor's degree)
The Institute of Engineers India
Graduated in 2020 with 0.71 CGPA

PROFESSIONAL COMPETENCY

- Educated and closed perspective customers.
- Successfully managed and overcame prospect objections.
- Developed and maintained excellent customer service relationships.
- Produce design drawing and provide technical support during installation, testing and commissioning.

JOB HISTORY

SML SOLAR	PROJECT & SALES ENGINEER	03/2023 – 06/2023
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My roles and responsibilities were:

- Plan, execute, and oversee solar energy projects from conception to completion.
- Define project scope, objectives, and deliverables.
- Develop project schedules and budgets, ensuring projects are completed on time and within budget.
- Coordinate with cross-functional teams, subcontractors, and suppliers to ensure project success.
- Provide technical support and guidance to clients and internal teams.
- Design solar energy systems based on client requirements and site assessments.
- Ensure compliance with local regulations and industry standards.
- Stay up-to-date with the latest solar technologies and industry trends.
- Perform site visits to assess the feasibility of solar installations.
- Manage the permitting process, including obtaining necessary approvals and licenses.
- Create and maintain project documentation, including engineering drawings, specifications, and reports.
- Lead project teams and delegate tasks as needed.
- Provide ongoing customer support, including maintenance and warranty services.

TATA POWER SOLAR	PROJECT ENGINEER	08/2021 – 12/2022
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My roles and responsibilities were:

- Preparing or reviewing designs for the customer's solar installation.
- Produce design drawing and provide technical support during installation, testing and commissioning.
- Creating fully customized energy packagers for large-scale solar installations.
- Perform computer simulation of PV generation system performance.
- Ensuring the compliance with all the specifications and requirements.
- Provide support on technical proposal, estimated Project Size, building of Bill of Material and Costing.

TATA POWER SOLAR

SALES ENGINEER

08/2019 – 06/2021

My roles and responsibilities were:

- Providing customers with information about company equipment and solar systems.
- Educated and closed perspective customers.
- Successfully managed and overcame prospect objections.
- Developed and maintained excellent customer service relationships with prospects.
- Updated lead rating and prospect interaction in CRM.
- Performed preliminary sizing and design for review by in-house designers in preparation for proposal development.
- Finalized proposals, including pricing and presentation to a prospective client, Generated sales leads, and followed up on sales inquiries

TATA POWER SOLAR

SERVICE COORDINATOR

08/2018 – 06/2019

My roles and responsibilities were:

- Provide product/service information by answering questions; helping.
- Maintain database by entering and verifying information; updating contact log.
- Improve quality results by recommending changes.
- Keep equipment operational by following established procedures; reporting malfunctions.

ACADEMIC PROJECT DETAILS

Title: Gas Insulated Substation.

Project duration: 1 month.

Research tools: Referring notes and asking my doubts to professors.

PERSONAL PROFILE

Hobbies: Travelling playing cricket.

Work permit status: Australian student visa. Entitled to work parttime in Australia.

Visa category: Temporary resident (subclass 500) visa.