

Bhaskar Deol

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PROFESSIONAL EXPERIENCE

Mynergy Renewables Private Limited (Feb 2016 - Present)

Founder and Director, India

An advisory and project development firm focused on financing for distributed clean energy assets

Clean Energy Advisory

- Developed a roadmap for India Railways to install 5,000 megawatts of solar energy by 2025 as part of a United Nations Development Program project
- Developed a decision-making tool for socio-impact and financial feasibility evaluation of interventions designed to promote women's entrepreneurship as part of a United Nations Women Program project
- Led analysis on sectoral debt needs of distributed renewable energy enterprises as part of a Clean Energy Access Network (CLEAN) Project

Distributed Clean Energy Project Financing

- Successfully executed financing and implementation of pilot rooftop solar energy projects with storage for rural branches of a regional rural bank in western India
- Recruited a team of four renewable energy experts to develop company's business plan, financials and investment pitch

Natural Resources Defense Council (Nov 2011 - Mar 2017)

India Representative, India

Leading international action group working on energy, environment and climate change

- Designed, developed and implemented NRDC's projects on India's National Solar Mission, building energy efficiency, international climate policy, climate change mitigation and adaptation
- Represented NRDC's program and activities at government briefings, consultations, conferences, and coordinated with media
- Mobilized Indian industry and government leaders on transitioning towards environmentally friendly chemicals in refrigeration and air conditioning through the Montreal Protocol
- Pitched NRDC's clean energy projects and campaigns to international foundations for fundraising

2degrees Limited (May 2010 - Aug 2011)

Consultant, United Kingdom

Boutique strategy consulting firm focusing on renewable energy, sustainability and carbon

- Developed green energy strategy for a leading global telecom equipment supplier, built a model for country level feasibility assessment, subsequently applied to evaluate incentives in India and Mexico
- Proposed a UK specific client segmentation scheme and market entry strategy for the world's leading building information modeling (BIM) software provider targeting retrofit building energy efficiency
- Advised a large Canadian utility on private equity based financial and ownership structures for developing renewable energy infrastructure projects in Public-Private Partnerships (PPP)
- Created a roadmap to achieve 3% annual carbon emissions reduction for 10 years with collaboration of public and private sector for a city council in UK
- Led client engagement and delivery of firm's projects in India and UK

Zouk Capital (Sep 2009 - Apr 2010)

Consultant, United Kingdom

A leading clean technology dedicated private equity firm in London with €370 million under management

- Led due diligence analysis for investment in a German anaerobic digestion technology company
- Developed an investment hypothesis and studied the biomass energy sector, identified key technology areas and high performing companies and presented findings to the firm's partners
- Analyzed industry trends for solar industry in Europe, assessed strategic positioning for a Belgian residential solar installer and benchmarked the company against European competitors
- Constructed financial models and valuation analyses using discounted cash flows (DCF), public peers and comparables methodologies
- Owned initial deal screening activities and business due diligence for potential investments

Bloomberg New Energy Finance (Jun 2009 - Aug 2009)

Summer Internship, United Kingdom

World's leading provider of industry information on clean energy finance

- Created action plan to introduce a new service offering for energy efficiency, digitization and storage
- Project management and coordination of joint research on smart grid by thirteen companies under a consortium; analysis covered technology, financial and regulatory aspects of the smart grid
- Developed a framework for analysis of regulatory setup in the electricity industry to identify favorable regions for investment in smart grid

KLA-Tencor Corporation (Aug 2004 - Nov 2007)**Applications Lead, India, United States***World's leading equipment provider for semiconductor and solar photovoltaic (PV) industries*

- Achieved accelerated promotion within applications division
- Received a prestigious divisional achievement award for exceptional sales performance (2007)

Product Development and Strategy

- Advised senior management on optimal product mix strategy for Japan region; coordinated with marketing and engineering teams in new product development and rollout in the region
- Co-owned internal acceptance phase of product lifecycle for a US\$ 200 million product development program with a large Korean client, meeting technical milestone two months ahead of schedule
- Led teams of engineers to perform root cause analysis for technology gaps in projects and joint development programs to create customer focused solutions

Business Development

- Led negotiations for product purchase with a large Taiwanese client, responsible for technical scorecard and contract of a deal worth US\$ 8 million
- Conceptualized and designed product marketing collateral for new client acquisition and to enhance adoption and product penetration with existing clients worldwide
- Developed and executed a training workshop and knowledge transfer session for clients and engineers

Project Management & Execution

- Optimized defect monitoring strategy using statistical modeling, reducing client's costs by US\$ 500,000
- Redesigned on-site product signoff process resulting in cost savings, reduced support time overhead and quicker revenue recognition
- Successfully led cross-cultural teams of engineers on head to head product comparison projects, ultimately resulting in sales over US\$ 18 million

Total India Limited (Jun 2003 - Jul 2004)**Process Engineer, India***French oil company and one of the six major oil companies in the world*

- Led design and implementation of a plant automation project reducing process cycle time
- Developed business objects for production in an Enterprise Resource Planning (ERP) implementation resulting in increased company-wide profitability
- Supervised 5 plant operators and 8 foremen for daily plant operations

EDUCATION**INSEAD (2008 - 2008)****Master of Business Administration (MBA), France**

- Member: INSEAD Energy Club

Indian Institute of Technology Madras (1998 - 2003)**Master of Chemical Engineering, India**

- Designed and fabricated a laboratory scale anaerobic wastewater treatment reactor to treat waste from paper and pulp industry and benchmarked reactor performance against model predictions
- Received scholarship from Indian Ministry of Human Resource Development for academic excellence

Indian Institute of Technology Madras (1998 - 2003)**Bachelor of Chemical Engineering, India**

- Ranked top 1% among 150,000 applicants in the national level Joint Entrance Exam, 2008

OTHER EXPERIENCE**Syngenta AG (2008)****Consultant, Switzerland**

- Designed a strategy and business planning excellence program for senior executive management. Led the pilot program with 36 senior managers and INSEAD MBA student participants over two days

Reliance Oil Refinery Jamnagar (2001)**Internship, India**

- Conducted root cause analysis and implemented measures to reduce corrosion in a crude distillation column, resulting in increased capacity utilization

ADDITIONAL INFORMATION

- **Interests:** Music - Composed for local television and radio, over 50 live solo and group performances; IIT Varsity swimming team (1998 - 2003); Other interests include photography and running
- **Languages:** English (Fluent), Hindi (Native), French (Basic)
- **Citizenship:** India
- **References:** Available on request