

MANIK M. JOLLY

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INTRODUCTION

Founder and CEO of Grassroots and Rural Innovative Development (G.R.I.D.), which aims at providing sustainable and affordable electricity to Rural areas through Micro Grids.

Prominent Media Links :

1. Echoing Green Fellow 2016

3. REX Fellowship - Karamveer Puruskar, India - 2016

2. Listed under WWF-UK 2012 Global Green game changers as 10 leading innovators

http://assets.wwf.org.uk/downloads/1121_1_wwf_greengamechange_aw_web__2_.pdf (page 36-37)

3. Co Author- Global Status Report 2015 by REN 21, Paris

4. World Energy TV interviews Manik Jolly, CEO of Grass Roots and Rural Innovative Development

<https://www.youtube.com/watch?v=-rM08VvZ3sY>

5. WWF Blog

<http://blogs.wwf.org.uk/blog/business-government/green-economy/eradicating-the-darkness-bringing-power-to-rural-india/>

6. Reuters Blog

<http://blogs.reuters.com/india/2014/02/28/real-change-arrives-in-small-steps-for-rural-india/>

7. Powering Nepal

<https://www.youtube.com/watch?v=B45lcEa9uaI>

8. TIME (World)

<http://world.time.com/2012/06/26/india-looks-to-solar-electricity-to-power-remote-villages/>

9. Speaker and Panelist at World Future Energy Summit, Singapore International Energy Week, Renewable India and many other national and International forums.

10. Board of Directors - Global Chamber of commerce, Industries and Agriculture (IGCCIA), India

KEY STRENGTHS & SKILLS

- Identifying and developing new markets
- Innovating low cost supply chain in rural markets
- Developing Solar based Micro Grid business profitably
- In-depth understanding of different cultures, organizational structures and government processes
- Incubating and motivating diverse teams
- Time, resource and crisis management
- Nurturing relationships with every stake holder ranging from local consumers to bureaucrats, and Governments

PROFESSIONAL EXPERIENCE

G.R.I.D.

Founder and CEO

New Delhi, Jul 2014 - Present

GRID India is aimed at providing sustainable and efficient Solar Micro Grids and Home Lighting systems to Rural areas across the Asia. The strength of the models come from:

- Latest technology

- Viable Financial Models
- Involvement of Village level teams and Entrepreneurs
- Employment for villagers
- Domestic and commercial electricity for villagers
- Effective operational and maintenance program
- Village level distribution network independent of National grid
- Remote monitoring for faults, electricity issues, payments etc
- Maintenance Free batteries
- Clean and safe drinking water included in the model
- Per month cost to each villager is LESS than what he was spending on Kerosene

Deloitte, India

Advisor (Director level)

Gurgaon, Feb 2016 - Dec 2017

As a Director level Advisor to Energy team in Deloitte, I was working to create Solar energy models that could be deployed in Defence sector, and focused on following:

- Energy Audits and Energy efficiency
- Preparing Tenders and RFPs for Armed forces
- Energy needs in terms for Static and Mobile Def sector establishments
- Rooftop and Micro Grids planning
- Financing and Subsidy channels
- Designing PPAs and related regulatory risk management
- Designing solar energy portfolio for Defence establishments
- Interacting with senior level Military commanders, Chief Engineers etc to understand their requirements and provide viable solutions

World Bank

Consultant

New Delhi, Kathmandu - Aug'13 - Jul 2014

- Creating Micro Grid opportunity in Rural Nepal - Micro Hydro and Solar based
- Understanding and Learning the existing Micro Hydro projects and replicate the models and learning to enable the sustainable growth in Rural Electrification
- Enhance Solar Micro grids' possibilities through Community managed models
- Create financially viable and sustainable models with an aim for growth and scale
- Connecting industrial opportunities to Micro Grids

SUNEDISON (MEMC) *Global leader in solar industry with over 650 power plants of 950+ MW capacity worldwide*

Director - Rural Electrification

New Delhi, Jan'12 – Jul '13

- Developing business strategies, low-cost rural electrification models and operational processes for deploying solar power in India, SE Asia and Sub Saharan Africa; launched the global 'Eradication of Darkness' program
- Created business opportunities worth \$17MM in otherwise nonexistent Solar Rural Micro grid sector within 18 months
- Planned and commissioned first Micro Grid of 5 kw for running 3 schools under NDTV-Coca Cola's Support My School campaign in Haryana, India
- Leading multiple on-ground operations, creating rural cooperatives, developing relationships with government agencies, and institutionalizing end to end supply chain for commissioning of 75 Solar Micro Grids by Dec'13
- Partnering with and enabling Health, Agro, Retail and Education businesses to enter these remote areas, driving sustainable income generation by providing reliable energy supply
- Identifying sources of funding, securing subsidies and attracting grants to formulate an executable financial model for low-cost rural economy
- **Cambodia** – Conducted extensive market study, developed relations with government and private investors to lead SunEdison's entry in a new country
- Formulated business models and defined team structures for 'Diesel to Solar' solutions

Manager - Business Development (Rural and Remote Areas)

New Delhi, Mar'11 – Jan'12

- Led team building and project planning activities for implementation of solar powered micro-grid in an un-electrified village, one of its kind project in the world, bringing 24 x 7 reliable electricity to over 500 residents
- Project inaugurated and promoted by Minister of State for Power and covered extensively by international media including TIME, Bloomberg, MIT Review etc
- Pioneered low-cost rural electrification models for villages across India by forging technological tie-ups and providing effective affordable solutions

- Conceived training modules for villagers and created a village committee of stake holders, establishing touch points for company in inaccessible geographies

MINISTRY OF DEFENSE, GOVERNMENT OF INDIA

Officer Commanding – Military

Pune, J&K, New Delhi, Apr'04 – Mar'11

- As the Officer Commanding of an independent detachment, led a team of highly professional and experienced soldiers

Aide-de-Camp to General Office Commanding (J&K)

Oct'02 – Mar'04

- Served as Aide to GOC (commanding over 20,000 strong cross-functional force), liaison with several branches of Army and civil administration for smooth functioning of the General's office
- Analyzed and designed operational briefs (regarding war planning and simulation) and administrative briefs (regarding supply chain and logistics during both war and peace)
- Planned and organized several state-level conferences, involving military and civil VVIPs

Infantry – Company Commander (J&K)

Jun'99 – Sep'02

- Commanded a 150 strong unit during Op. Vijay (Kargil) and Op. Rakshak (Counter-Terrorism)
- Led the team to secure 24 national gallantry awards over a period of two years
- Managed company's operations, logistics, administration and finance
- Impacted over hundred villages under area of operations to build a strong military-community support system by planning and executing welfare programs (basic amenities, education, women empowerment, terrorist rehabilitation etc.) resulting in positive image of the Indian Army

AWARDS & RECOGNITION

- Awarded Sena Medal (Gallantry), the 4th highest national gallantry award in India 2002
- Awarded Commendation Card, 7th highest national gallantry award, for leading Intelligence operations 2007
- Recognized Global Green Game changers providing solutions for Rural electrification by WWF UK 2012
- Subject Matter Expert, represented India at Global Cyber Defense Conferences in many countries
- Visiting Faculty for Leadership, Man Management and Crisis Mitigation at various military and civil organizations and business schools
- Speaker and panelist at national, regional and global platforms in Energy access

EDUCATION

- Executive MBA, Management Development Institute, Gurgaon 2008
- Army Commando Course, Belgaum 2001
- Indian Military Academy, Dehradun 1999
- National Defence Academy Khadakvasla, Pune 1998
- Bachelor of Arts, Jawarharlal Nehru University, Delhi 1998

Certifications:

- Certificate in Disaster Management, Indra Gandhi National Open University, Delhi 2005
- Certificate in IT Security, Asian School of Cyber Laws, Pune 2005
- Diploma in MIS, ZAD Computers, Rohtak 2004
- Certificate in Defense Management, Devi Ahilya University, Indore 2001
- Diploma in IT, Devi Ahilya University, Indore 2001

OTHER INTERESTS

Writing

- Sponsored travel writer; several articles published in national travel magazines
- Authored White Paper on Social Engineering published in the Asia Pacific FutureGov
- Articles on Energy access in India

Community Engagement

- Active member of Amnesty International and Green Peace, involved in humanitarian aid
- Volunteered for Help Age India to create awareness and provide relief to the needy aged

Adventure & Sports

- Golf, Hiking and Basket Ball