

Vikash Kumar Upadhyay

Vice President – Business Development

QUALIFICATIONS

- Bachelor of Technology (B.Tech.) in Electronics and Communication, Uttar Pradesh Technical University (2005–2009)
- National Power Training Institute (ER), Durgapur — Post Graduate Diploma Course in Power Engineering (2010–2011)
- Emerging Leadership Programme, XLRI Jamshedpur and TMTC (November 2021 – April 2022)

EXPERIENCE & EXPERTISE

Mr. Vikash Kumar Upadhyay is an accomplished power and renewable energy professional with over a decade of experience spanning business development, EPC contract management, supply chain, project execution, and sales leadership across the thermal and solar power sectors.

He began his career at Tata Power Solar Systems Limited in September 2011, initially working on the commissioning and maintenance of control and instrumentation (C&I) systems at thermal power plant projects. Between 2016 and 2018, he moved into the Supply Chain function, where he led client and project solutions management for turnkey EPC contracts, managed vendor relationships with Indian and Chinese suppliers of modules and balance-of-system equipment, and drove process automation and documentation compliance.

He subsequently headed Business Development (Client and EPC Projects) at Tata Power Solar Systems Limited, with responsibility for revenue growth, financial planning, client and stakeholder partnerships, and the end-to-end opportunity lifecycle. During his tenure, he contributed to the company's growth from approximately ₹1,500 crore to a USD 2 billion renewable energy platform, secured a USD 23 million EPC order in FY2022, played a key role in winning a landmark 1 GW order worth USD 0.6 billion from SJVN, achieved USD 276 million in quarterly revenue in Q4 FY2021, and settled a USD 0.5 million commercial dispute with zero cost escalation.

From September 2024 to February 2025, he served at NTPC GE Power Services Private Limited, where he was responsible for business forecasting and budgeting, customer relationship management, opportunity lifecycle management, proposal and bid leadership, contract compliance and risk management, and cross-functional collaboration.

Mr. Upadhyay joined SWELECT Energy Systems Limited in March 2025. He leads the development and execution of the Company's business development and sales strategy across the EPC, IPP, and Commercial & Industrial (C&I) solar segments, drives revenue growth through market expansion, builds and mentors the sales team, and oversees sales performance analysis, pricing strategy, and budget management.

AREAS OF EXPERTISE

- Business Development & Sales Strategy
- Utility-Scale, Hybrid Renewable & EPC Projects
- EPC Contract Management
- Opportunity Lifecycle & Bid Management
- Revenue Growth & Market Expansion
- Financial Planning, Forecasting & Budgeting
- Client & Stakeholder Relationship Management
- Supply Chain & Vendor Management
- Contract Compliance & Risk Management
- Cross-functional Leadership & Team Development

PROFESSIONAL HIGHLIGHTS

- Contributed to the growth of Tata Power Solar Systems Limited from approximately ₹1,500 crore to a USD 2 billion renewable energy platform.
- Secured a USD 23 million EPC order in FY2022.
- Played a key role in winning a landmark 1 GW order worth USD 0.6 billion from SJVN.
- Achieved USD 276 million in quarterly revenue in Q4 FY2021.
- Settled a USD 0.5 million commercial dispute with zero cost escalation.
- Built international steel sourcing channels across China and Vietnam.