PANKAJ INDALKAR

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PROFESSIONAL SUMMARY

Results-driven Sales & Technical Support Manager with 12+ years of experience in electrical relay protection systems, including commissioning, retrofitting, testing, and after-sales support. Experienced in pre-sales activities, tendering, techno-commercial bidding, and solution design, with working knowledge of project budgeting. Hands-on exposure to LV switchgear FAT, busbar insulation testing, pre-delivery inspection, and quality control at Larsen & Toubro (EBG Division). Proven ability to manage end-to-end technical and commercial responsibilities, including customer engagement, relay demonstrations, vendor coordination, and project execution across domestic and international projects.

KEY SKILLS & EXPERTISE

- Techno-commercial proposals, BOQ costing & tender evaluation
- LV Switchgear FAT, Pre-Delivery Inspection (PDI) & Quality Control — L&T EBG
- Busbar insulation testing & wiring sleeve testing
- Solution design & technical-commercial proposal writing
- Project cost estimation: manpower, equipment, logistics & transport
- Relay testing & commissioning (OMICRON, SVERKER, State Sequencer)
- Vendor coordination, negotiation & cost optimisation
- SAP exposure (inventory, material data base)
- Client engagement: technical presentations, site visits & demonstrations
- Tools: MS Excel (budgeting, BOQ), MS PowerPoint

PROFESSIONAL EXPERIENCE

Sales & Technical Support Manager | P&B Relays & Services India | *2014 – Present (12+ Years)*

Proposal Engineering & Techno-Commercial

- Led end-to-end proposal engineering: solution design, costing, BOQ preparation, and technical-commercial submissions for complex application.
- Reviewed tender T&Cs, prepared deviation sheets, and ensured full compliance with technical scope and commercial terms.
- Created detailed project budgets covering manpower, relay equipment, site expenses, transportation and logistics.
- Managed margin analysis, client requirement alignment, and commercial negotiations to win competitive tenders.

Customer Engagement & Solution Design

- Designed optimal protection relay solutions tailored to customer requirements across oil & gas, manufacturing, and process industries.
- Conducted customer visits, technical presentations, and relay demonstrations for domestic and international clients.
- Delivered relay training and product presentations to clients across India, Oman, Kuwait, and the UK.
- Coordinated with vendors for logistics and service contracts to maintain cost efficiency.

Project Commissioning & Technical Execution

- Commissioned, tested and retrofitted P&B protection relays across major clients: PDO Oman, Honda Swindon, Cadbury Bournville, Reliance, BORL, BPCL, SAIL, Ultratech, IOCL and others.
- International projects: PDO Yibal MM5 Retrofit, Rabab Harweel Firmware Upgrade, PDO Sahirawal Clink Retrofit (Oman); KCO Relay Repair & Support (Kuwait); Honda & Cadbury commissioning (UK).
- India sites: BORL, Reliance Jamnagar, BPCL, IPPL Haldia, SAIL, Ultratech, Reliance Life Sciences — relay testing, upgrades, audits, and troubleshooting.
- Tested relays using Modscan & Profibus masters for communication protocol verification.

SWITCHGEAR & BUSBAR EXPERIENCE — LARSEN & TOUBRO

In-Plant Trainee – Quality Assurance | L&T Electrical & Automation (EBG Division), Mumbai | *~10 Months in 2011 & 2012*

- Performed Factory Acceptance Testing (FAT) of LV panels and switchgear assemblies.
- Conducted busbar insulation testing and verified dielectric integrity and safety compliance.
- Executed pre-delivery inspection (PDI) of LV switchgear prior to dispatch, ensuring conformance to design specifications.
- Carried out quality control checks across switchgear production — dimensional verification, assembly inspection, and test documentation.
- Gained hands-on exposure to LV busbar construction, panel wiring standards, and switchgear QA processes in a high-volume manufacturing environment.

International Technical Training | P&B Relays – Manchester Facility, UK |

- Relay assembly, quality control and Automated Test Equipment (ATE) testing at the P&B manufacturing facility.

EDUCATION

- B.Sc. in Electronics — Distinction (2021–2023)
- Diploma in Electronics & Telecom — Distinction (2012)
- Secondary School Certificate (2008)

PERSONAL DETAILS

- Date of Birth: 07 July 1992 | Marital Status: Married
- Languages: Marathi, Hindi, English
- Passport No: Z7136107 (Valid until 22 Feb 2033)