

SWELECT ENERGY SYSTEMS LIMITED

Mr. Vikash Kumar Upadhyay

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, where he initially worked on the commissioning and maintenance of control and instrumentation (C&I) systems at thermal power plant projects, overseeing project scheduling, contractual compliance, risk management, and vendor and customer relationships. 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 across the order-to-pay cycle.

He subsequently headed Business Development (Client and EPC Projects) at Tata Power Solar Systems Limited from September 2011 to September 2024 in an expanded capacity, where he was responsible for driving revenue growth and financial planning, building lasting client and stakeholder partnerships across utility-scale, hybrid renewable, and EPC projects, and managing the end-to-end opportunity lifecycle from prospecting to contract execution. 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 (nearly 50% of total company revenue for that quarter), and settled a USD 0.5 million commercial dispute with zero cost escalation. He also built international steel sourcing channels across China and Vietnam.

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 with engineering, supply chain, and project management teams for utility-scale and hybrid renewable projects.

Mr. Upadhyay joined SWELECT Energy Systems Limited in March 2025 as Vice President of Sales. In this role, he leads the development and execution of the Company's sales strategy across the EPC, IPP, and Commercial & Industrial (C&I) solar segments, drives revenue growth through market expansion and business development initiatives, builds and mentors the sales team, and oversees sales performance analysis, pricing strategy, and budget management to strengthen SWELECT's position as a market leader in the solar industry.