

Background

Rohit Chandra is the Vice Chairman and Executive Director of OMC Power. He comes with rich and unparalleled experience of more than 25 years in the telecom industry and more than 4 years in the renewable energy industry. Rohit's core strengths have been driving big-ticket investments (inbound and outbound), business development, business strategy, operations and team building. He has been responsible for transforming startups and small companies into large-scale, profit-making corporate giants.

Born on 9th July 1964, Rohit completed his senior secondary (Grade 10) in 1980 from CBSE from Our Lady of Fatima Higher Secondary School, Aligarh and the pre-university course in 1981 from Aligarh Muslim University in Maths and Science. Rohit completed his Engineering degree in Electronics and Communication from Aligarh Muslim University in 1986. In addition, he has successfully completed several professional courses.

Rohit has been a part of several professional bodies and is a permanent member of the Institution of Engineers – Australia since 1990. In 2002 he was the founding Chairman of the Indian Chapter of The Global Mobile Suppliers Association (GSA) which has representation by Telecom companies like Ericsson, Nokia, Siemens and Alcatel.

OMC Power

Co-Founder, Vice Chairman and Executive Director

2011 - present

After spending two and a half decades in the telecom industry, Rohit started his entrepreneurial journey in the renewable energy sector and co-founded OMC Power in October, 2011. He was heading OMC as its Director and Chief Operating Officer. In March, 2015, Rohit took charge as the Managing Director of the company and has taken over as the Vice Chairman and Executive Director this year.

In his journey at OMC so far, Rohit has demonstrated leadership and expertise in investments, operations, business strategy, technology, finance etc. and has led the company in the achievement of many accolades. At present, the company enjoys the status of being the most innovative and one of the largest off-grid distributed energy companies in India, serving multiple telecom towers, over 7000 households, around 700 villages and about 35,000 people. The following is a snapshot of the Rohit's contribution at OMC:

- **Strategic Partnerships**

Rohit has fronted OMC's effort to be the Rockefeller Foundation's first partner under their Smart Power for Rural Development program. The program seeks to bring power to rural communities to enable economic growth. OMC has recently inked a USD 4.5 million deal.

- **Capital Raise**

Rohit has spearheaded investments into OMC from various eminent investors worldwide. These include Energy Investment Tech Pte Ltd., an energy investment firm from Singapore, an angel investment from Khattar Holdings (owned by Mr. Satpal Khattar, a renowned lawyer from Singapore), Mr. Vallabh Bhansali (the most respected and well-known investment banker) and the World We Want Foundation (headed by the eminent Mr. Paul Leander Engstrom).

- **Ratings and Awards**

Under Rohit's leadership, the company today enjoys an SP2A rating, depicting high performance strength and high financial capability, under three categories of solar PV, rural minigrid and rural off-grid respectively. OMC has been rated by CRISIL, a unit of Standard and Poors.

With Rohit's efforts, the company has bagged awards such as the World Economic Forum award, Platts Global Energy award, Climate Group award and the Economic Times award in Green Energy Initiatives.

- **Marketing and Branding**

Rohit has provided guidance in shaping up the marketing and branding practices of the company, which are known to be the best today. OMC is proud of its excellent digital marketing material, which can be seen at www.omcpower.com.

The story of Rohit and OMC has been mentioned in numerous articles in international magazines and newspapers, such as the Huffington Post, New York Times, BBC Worldwide News, Economic Times, Times of India, Hindu Business Line, Business Standard, Fortune Magazine etc. Some of these may be found at:

http://www.business-standard.com/article/companies/bringing-power-to-one-and-all-113093000010_1.html

<http://forbesindia.com/article/work-in-progress/omnigrids-unique-solar-power-model/35267/0>

http://articles.economictimes.indiatimes.com/2012-11-01/news/34857689_1_uninterrupted-power-solar-power-conventional-power-lines

<http://epaperbeta.timesofindia.com/Article.aspx?eid=31817&articlexml=OMC-Power-Aims-Micro-Power-Plants-in-UP-14102014015010>

- **Installed capacity**

Rohit has put together and lead a large operations and maintenance team and has overseen the commissioning of 70 power plants across 8 districts of Uttar Pradesh so far, generating an aggregate capacity of 2.3 MW.

- **Social Impact**

Rohit has devised OMC's 'A-B-C Model', whereunder the company, while serving telecom towers as its 'A'nchor loads, is also serving the energy needs of over 7000 households, about 700 villages and around 35,000 people living in areas of extreme energy-poverty (OMC's household 'C'onsumers). The company also serves small and medium businesses, thereby aiding economic development of these areas ('B'usiness customers). The company has also contributed in bringing about a significant reduction in carbon footprint.

- **Team Building**

Rohit has recruited, trained and mentored a professional management team at OMC. The team reflects a combination of experience, potential, innovation and gender.

Uninor
Chief Operating Officer
2008 - 2010

As COO of *Uninor* (Telenor India Subsidiary) (from 2008 to 2010), Rohit led the efforts of launching a nationwide brand and was key to the fastest IT Infrastructure and Network roll-out in India. The launch of the brand in 13 circles was the fastest and the same was completed in 10 months from start to finish with a network size of 25000 BTS's. He also set up Uninor's sales and distribution network accross these circles, and recruited the key staff for launch & operations. A unique distribution model was created under his leadership whereby ensuring transparency is sales tracking up to the level of each retailer. The fast rollout was achieved ensuring a low cost operating model which was based on outsourcing of non strategic activities with various partners for IT , Towers , Backhaul , Bulk Bandwidth, Network Managed Services , Call centers etc.

Aircel**Executive Director and Chief Executive Officer (North and East Circles)****2004 - 2008**

Rohit joined Aircel in May 2004 as the Director (North and East Zones) and was promoted as the CEO for the North and East Zones in July 2006. In November 2007, Rohit was promoted to the position of Executive Director of Aircel.

At Aircel, Rohit was entrusted with the responsibility of expanding Aircel beyond South India and establishing operations in North and East India. He raised a team from scratch to over 3000 people, working in 10 Telecom Circles, managing over 8000 BTS's, all within four years period. In his capacity as the CEO North and East Zone, Aircel underwent rapid growth and established itself as a promising and expanding player with its services in Assam, the North East (six North Eastern States), Orissa, West Bengal (Including Sikkim), Jammu & Kashmir, Himachal Pradesh, Bihar (Including Jharkand) and Kolkata Telecom Circles. The subscriber base of Aircel had grown from 1.5 million to 11 million subscribers. It has also been one of the fastest growing mobile companies in India.

Ericsson**Executive Vice President****1999 - 2004**

Rohit was also EVP at *Ericsson* India, managing sales & marketing and in charge of the Technical Solutions Division - gaining the company a 42% share of the mobile infrastructure market. During his tenure at Ericsson the revenue of the company grew 10 times from 50 Million Dollars to 500 Million Dollars.

Wandel & Goltermann**Country Manager****1996 - 1999**

Rohit joined Wandel and Goltermann GmbH & Co. as the Country Manager India in 1996. The company, headquartered in Stuttgart, Germany was involved in Telecom Test and Measuring Equipment/Systems.

Forbes**Marketing Manager (Telecommunication Test & Measuring Systems)****1988 - 1996**

Between 1988 and 1996, he worked with Forbes (Tata Group) as the Country Marketing Manager for the Telecom Test and Measuring Solutions in the Communications Division.

Philips**Product Specialist - Datacommunications****1986 - 1988**

Rohit started his career with Philips India in 1986 at their Corporate HQ in Mumbai as a Product Specialist for the Telecom & Data Systems Division.