

## **Abilash ET Nair**

Abilash ET Nair is a Sr. Marketing Manager with extensive expertise in Smart Grid Technology & MicroGrid. He is the Head—Marketing & Business Development at Electrification Products-Power & EV Infrastructure BU at ABB India Ltd.

Nair is a Business Development Manager, Electrical Engineer & Project Manager with almost 9+ years of work experience in the latest technologies. He has experience in Country-level Marketing, Business Development, Business Strategy, Project Management, Program Management, Supply Chain & Planning and execution for Solar Projects for companies like L&T & ABB. He has been the Business Development & Account Manager (North America) for Larsen & Toubro and helped setup the channels for L&T in USA and was instrumental in creating the renewable expertise as the Microgrid & Smart grid in-charge in US and Canada. He was the project coordinator for the eastern USA team for the first Smart Grid project by the New York Smart Grid Consortium at the age of 21 and has helped develop the current concept for the global Smart Grid phenomenon.

Nair is a globally Certified Project Manager. He completed his MS and MBA from top tier universities in USA with “Triple Honors”. He received the National Award “Impact & Innovation Award” for 2014 from Keller Grad School of Management in Houston, Texas for Smart Grid final project. He was inducted as industry adviser for US universities in Smart Grid and recipient of “Stratomore’s Who’s Who” award for industry excellence in 2012.

Nair joined ABB in January 2016 as MicroGrid expert and worked in global positions in multiple countries like USA, Canada, etc. He joined as BDM for ABB’s Electrification Products group in March 2017 for BU portfolio including Solar & MicroGrids, EV Charging and Power Conversion Systems. He is an industry Expert in India for Microgrids, Energy Storage, Smart grids & EV Charging Infrastructure, and is a global member of focus groups “Grid Integration” & “EV Charging Infrastructure” at CharIN (the CCS standard) for Electric Vehicles.