

SUMANTA SARKAR



CTR MANUFACTURING INDUSTRIES PRIVATE LIMITED.

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Professional Summary:

Dedicated business development and marketing professional, proficient in networking, strategic relationship building and demonstrated sales ability. Adaptable to fast pace and proactive marketing and sales environment. Ability to convince key business decision makers and turning business prospects into buying clients

Areas of expertise:

Business development		Key account management
Negotiation & Contract closure		Sales Team Management
Relationship building		Client Management
Communication & interpersonal skill		Brand awareness
Competitor analysis		Manage pipelines

Professional Synopsis:

MANAGER MARKETING | CTR MANUFACTURING INDUSTRIES LTD. | JUL 2012 - PRESENT.

Reporting To: Sr. Regional Manager-Marketing

Key Business Segment: segment of Electrical Utility's, Power Generation Units, Steel and Chemical Industries EPC Contractors and Industrial clients.

Some of Key clients: SAIL, TATA STEEL, IOCL, HPCL, WBPDC, WBSEDCL, BSPTCL, JUSNL, OPTCL, CESC Limited, STERLING & WILSON, Siemens and, L&T ECC Division and many more.

Roles & Responsibilities :

- Handling & Managing CTR Make Tapchanger divisions business in East and North East Region.
- Handling & Managing Nitrogen Injection Fire Protection Systems and Safety Products divisions business in East and North East Region.
- Smooth management of tender/purchase enquiry, technical closure, order & contract T&C negotiation, smooth execution of awarded order.
- Preparation & submission of Tender. EMD, Pre-bid Query, Tender opening & analysis, comparative Preparation, market Intelligence and Influencing for Pre-bid tie up with clients.
- Order execution, drawing approval, Customer's Inspection, timely Payment collection, Outstanding/overdue Management, EMD & BG issuance & Collection, etc.
- Managing vendor approval & registration from various authority like MECON, MND, TCE & PSUs.
- Client relationship management, attending queries & supporting preparation of technical bid & commercial bid estimation.
- Managing erections installation work of CTR all Products at clients.
- Taking client feedback & assuring client satisfaction through regular visit & communication.

Achievements:

- Achieved order from M/s Marson Limited FY 24-25 Value 4.35 Cr.
- Achieved order from Eastern Region FY 24-25 Value 6.82 Cr.
- Achieved order from Eastern Region FY 23-24 Value 5.35 Cr.
- Achieved order from OPTCL 53 NRS. Nitrogen Injection Fire Protection Systems Retrofitting Business FY -22-23 Value 14 Cr.
- Achieved order from Vikram Solar Limited -29 NRS. Systems Nitrogen Injection Fire Protection Systems Retrofitting Business FY -22-23 Value 16 Cr.
- Achieved order from Energypac Limited, Bangladesh -15 Systems Nitrogen Injection Fire Protection Systems Retrofitting Business FY -22-23 Value 1.65 Cr.
- TATA Steel Kalinganagar for 12 nrs. NIFPES FY 2014.
- Achieved order from TATA Steel Kalinganagar for 12 nrs. NIFPES FY 2014.
- Achieved order from MEPGCL & MEPTCL total 40 nrs. NIFPES systems FY 2017.
- Achieved order and project executed at Mizorma state Electricity board through EPC contractor 15 nrs. NIFPES Systems FY 2018.
- Achieved order, project executed, and payment collection done at JSPL/Angul 12 nrs. System FY 2019.
- Payment collection, "C Forms collection done different EPC contractor and Utility's aggressively.
- Achieved order from HPCL/Vishakapatunm 3 cr. FY 2016 for safety product division.
- Got approval from MECON for Nitrogen Injection Fire Protection Systems and Tapchanger Division.
- Got approval from HPCL and CESC for safety product division.
- Managed business portfolio of worth 19 Cr. in the region.

SR. SALES ENGINEER | ADOR FONTECH LIMITED| JANUARY 2009-JULY 2012

Roles and Responsibilities:

- Business development, sales & Marketing in job of welding machine & welding safety product in different area like local and large fabricator in West Bengal .
- Sales & promotion job of welding, Cutting Equipment's and safety Items equipment's at different Railways, Railways wagon Industries & Chemical Industries.
- Enquiry generation and follow up, Key account, corporate and Institutional sale management.
- Dealer profiling, short-listing and authorization and management, Approval of various key influencers for future recommendation and recurring business.
- Sales team development, allocation and management (Team Size: 10)
- Marketing Strategies formulation, competitive analysis, resource allocation, dealer network development, annual target allocation etc.
- Negotiation, Order finalization, payment realization, customer/channel partner order management.
- Managed business portfolio of worth 19 Cr. in the region.

SALES AND SERVICE ENGINEER | MIGATRONIC INDIA PVT. LTD.| MAY 2004 -DECEMBER 2009

Roles and Responsibilities :

- Installation and maintenance of Thyristor, Inverter controlled plus MIG/MAG Welding machine.
- Maintenance and repairing work of tacho controlled wire feed units.
- Maintenance and repairing of welding machine cooling units (Water Pump, Refrigerator systems).
- Maintenance and repairing of welding torch unit.
- Maintenance & Repairing of Transformer Type Welding Machine
- Maintenance & Repairing of Rectifier Type MMA welding Machine.
- Repairing of CNC Profile cutting machine.

CUSTOMER SUPPORT ENGINEER | NARMADA ENTERPRISE UNDER DEPLOYMENT OF CMC LTD, KOLKATA| OCTOBER 2002 - MAY 2004

CUSTOMER SUPPORT ENGINEER | TECHNO SERVICE CONSULTANT UNDER DEPLOYMENT OF CMC LTD. PATNA| OCTOBER 2000 - OCTOBER 2002

Education:

DIPLOMA ENGINEERING | 2000 | WEST BENGAL STATE COUNCIL OF TECHNICAL EDUCATION

- Specialization in Electrical Engineering

Academic Projects and Seminars:

- Completed specialize Training in Chittaranjan Locomotive Work/CLW of locomotive.

Computer Proficiency:

- MS word, MS Excel, MS Power Point, MS Outlook, MS Teams application.

Hobbies and Leisure Pursuits:

- Sports, Music, cooking and travelling.

Language Known:

- Bengali, English, Hindi

Address Permanent:

SUMANTA SARKAR

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Date of Birth:

25 th October 1978

Passport No:

F 6727609


Aadhaar No:

4337 7720 5630

Declaration:

I hereby affirm that the information in this document is true to the best of my knowledge.

Warm Regards



Sumanta Sarkar