

CURRICULUM VITAE

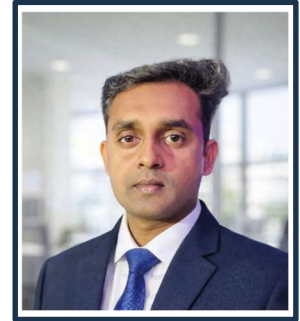
KASHI NATH SHAW

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Permanent Address

Greenfield City, E3-398 Joth Shibrampur.
Kolkata - 700141



1. PROFESSIONAL SUMMARY

Results-driven Sales Manager with 10+ years of experience in technical and solution-based sales across water, wastewater, slurry, sewage, dewatering, and submersible pump systems. Strong technical expertise in **Pumps, Motors, Electrical Switchgears, Control Panels & Starters, and Valves**, enabling effective solution selling across complex **industrial applications**.

Proven track record of managing **large territories, developing high-performing dealer and distributor networks, and driving sustainable revenue growth**. Experienced in delivering customer-centric solutions across **Steel, Infrastructure, Mining, Power, and Government sectors**.

A strong blend of mid-level management capability, technical acumen, strategic sales planning, channel development, and team leadership — focused on building long-term partnerships, enhancing market presence, and achieving business targets consistently.

2. EDUCATIONAL PROFILE

S. No.	Qualification	Board/University	Year of Passing
1.	Diploma in Electrical Engineering (SRIST)	All India Council of Technical Education (AICTE)	2015
2.	Class XII (AHHS)	WBCHSE (West Bengal Council of Higher Secondary Education)	2012
3.	Class X (SJBV)	WBBSE (West Bengal Board of Secondary Education)	2010

3. WORK EXPERIENCE

Current Job Details:

Company Name: Darling Pumps Private Limited

Designation: Manager - Sales

Duration: 1st November, 2017 to Till Date

Company Products: Submersible Pumps – Slurry, Dewatering, Sewage, Wastewater, Raw Water, Clear Water & Turbine Pumps

Key Responsibilities & Achievements:

- Lead regional sales operations across multi-state territories with focus on **revenue growth and market expansion**

- Develop and manage dealer and distributor networks; conduct **monthly reviews and joint business planning**
- Drive **value-based and solution-oriented selling** for industrial, infrastructure, mining, power, and government customers
- Conduct **product presentations, seminars, and webinars** for customers and channel partners
- Train internal sales teams and **Dealer Sales Engineers** on product applications and selling techniques
- Prepare **monthly goal plans, tour plans, and sales forecasts** aligned with budget targets
- Support technical solution design and customer requirement analysis
- Handle key administrative and commercial activities including **quotations, order processing, and payment follow-ups**
- Strengthen **brand visibility and customer trust** in competitive markets

Previous Job Details:

1) **Company Name: Coffee Day Global Limited**

Designation: Service Engineer

Duration: 4th September, 2015 to 30th September, 2017

Company Products: Fully Automatic, Semi-Automatic, Key pad and Screen touch type Coffee Vending Machine.

Job Responsibility:

- Managed service operations for an entire zone
- Attended breakdowns and ensured **minimum downtime**
- Installation, commissioning, and preventive maintenance of machines
- Customer handling and operator training
- Coordinated team activities for service efficiency

6. PERSONAL DETAILS

- **Fathers Name** Mr. Surya Narayan Shaw
- **Mothers Name** Mrs. Bimala Devi
- **Date Of Birth** 01st March,1992
- **Sex** Male
- **Marital Status** Married
- **Passport** Yes
- **Languages Known** English, Hindi and Bengali
- **Strengths / Skills** Time Management, Business Strategy, Dedication, Hard work, Communication Skill, Team Skill, Technical Skill.

I do hereby declare that the information furnished above is true and correct to the best of my knowledge.