



SUBIR SAHA

24/1, Gopi Krishna Paul Lane, Kolkata – 700 006 (WB), India.

E-mail: subirsaha81@rediffmail.com

Contact No.: + 91-9831949463.

Date of Birth: August 28, 1972.

Passport: Z3022703 Date of Issue: 30/01/2015 Place of Issue: Kolkata. (to be renewed)

Marital Status: Married.

SR.MANAGER - SALES (Electrical) with 28 years working exposure hands on

Key Skills: Sales & Application.

Job Objective: To work in a challenging and dynamic environment and to keep value adding to the organization which I represent, and while concurrently upgrading my skills and knowledge.

Designation: Sr. Manager (Sales – Electrical Project)

Current location: Kolkata.

Region: Eastern Region (Steel, Cement, Power & other Process Industries)

Current Industry: All Process Industries (Steel & Iron, Sponge Iron, Cement & other Process Industries)

Languages known: English, Hindi, Bengali.

EDUCATIONAL BACKGROUND:

S/L	Name of the Exam	Board / University	Year of Passing
01.	Secondary	Under WBBSE	1989
02.	Higher Secondary	Under WBCHSE	1991
03	Degree in Electrical Engineering.	From REC, Durgapur (WB) under Burdwan University	1995
04	Diploma in Software Technology	CMC Ltd., Mumbai	2000

DETAILS OF JOB EXPERIENCE:

[1] Company Profile: **M/s. TECHNOSOFT DRIVE & AUTOMATION PVT. LIMITED**, Kolkata – is the renowned **SYSTEM INTEGRATOR** for **DANFOSS Automation for complete Solutions of AC Drives (with IP20, IP21, IP55, IP54 & IP66), DC Drive Solutions with SPRINT ELECTRIC – UK & AC Servo Drive (KEB Germany), LV-Electrical Panels (MCC/PCC/APFC/PDB etc.) & HT Panels (VCB and Transformers - KIRLOSKAR Electric)**. We cater our supply & complete execution jobs based on **Sponge Iron Plants/Captive Power Plants/SMS/Rolling Mills/Cement Plants/Materials Handling Projects** as well as Food & Beverages, Paper Mills. Chemicals & other Process Industries

Job Profile: [Duration: February 2021 to till date]

Working as “Sr. Manager (Sales) – Eastern Region

- Meeting all new clients for upcoming projects & generation of new business
- Participating Techno-Commercial discussions with the clients as well as with the consultants
- Retrofittments of VFDs / DC Drives with complete accessories.
- Complete execution of orders.
- Taking care of all commercial formalities.
- Monitoring & supervising junior colleagues.

[2] Company Profile: **M/s. SATYAJIT LTD.**, Kolkata (Sister Concern of IEM Group) is oldest authorized System Integrator of **AC/DC Drives – ABB (with wired-up Panel)** and also manufactures of all type of LT Switchgears Panels (such as MCC/ PCC/ PDB/ ACDB/DCDB/MLDB/Bus-duct Panels etc. & also associated other Organizations related to Manufacturing Products (for Electrical Projects – LT). We execute various Projects based on Sponge Iron Plants/Captive Power Plants/SMS/Rolling Mills/Cement Plants etc.

Job Profile: [Duration: April 2014 to December 2020]

Working as “Sr.Consultant (Sales - Project) – All Over India

- Meeting all new clients for upcoming projects
- Participating Techno-Commercial discussions with the clients for Automation Products (**ABB DRIVES – ACS800/ACS550/ACS850 Series**) as well as **ELECTRICAL LT-SWITCHGEAR PANELS (MCC/PCC/PDB/ACDB/DCDB/MLDB etc.)**
- To visit the installation site as per clients requirement.
- To take care of all commercial formalities.
- Monitoring & supervising all junior colleagues.

[3] Company Profile: **M/s. AUTOMATION NETWORK & SERVICES PVT.LTD.**, Kolkata is one of authorized System Integrator of SIEMENS/ABB for AC/DC Drives, PLC/DCS and also manufactures of all type of LT Switchgears Panels (such as MCC/PCC/PDB/ACDB/DCDB/MLDB/Bus-duct Panels etc. We execute Turn-key Projects based on Steel/Power/Rolling Mills/Paper & Pulp Industries.

We have supplied & commissioned our Automation Systems complete with Electricals with TATA Group of Companies, Jindal Steel & Power Ltd., Bokaro Steel Plant, Durgapur Steel Plant (under SAIL), Balaji Paper, Krishna Tissues also we execute the projects in abroad.

Job Profile: [Duration: January 2013 to March 2014]

Working as “Sr. Manager (Sales - Project)” – Eastern Region

- Meeting all new clients for upcoming projects
- Participating Techno-Commercial discussions with the clients for Automation Products as well as ELECTRICAL LT-SWITCHGEAR PANELS (MCC/PCC/PDB/ACDB/DCDB/MLDB etc.)
- Meeting, Interacting and communicating Consulting Engineering firms
- To visit the installation site as per clients requirement.
- To take care of all commercial formalities.
- Monitoring & supervising all junior colleagues.

[3] Company Profile: **M/s. SUBTLEWEIGH ELECTRIC (INDIA) PVT. LTD.**, Kolkata is one of leading manufacturers in India for *Dynamic Weighing Systems (such as **Belt Weighers, Belt Weigh Feeders, Loss in Weigh Feeders & Solid Flow Meters/Solid Flow Feeders*** for Raw Material Handling Systems for all Process Plant. Technically, we have a technical collaboration with **SAET Spa, Italy**. They are in this field since 1972 onwards and with their support, we have committed to provide the *best & latest technology* for Dynamic Weighing Systems to our all valued Customers.

For Providing Static Weighing Systems, we have a strategic tie-up with a Bongshin Load Cell Co., South Korea for various types strain gauge based ***Load Cells, High Precision Digital Weight Indicators*** to cater best solutions for *Hopper Weighing & Batching Systems* to all Process Industries

Also, our company is one of the largest System Integrators of **ABB Ltd.** in South-East Asia. We can provide complete automation solutions in the areas of PLC/DCS, SCADA, AC/DC Drives,

MCC/PCC/AFPC/PDB/MLDB/ACDB/DCDB/Bus-Duct Panels.
We have been awarded for the largest growth in the Asia-Pacific Region for the year 2004 & 2005 by **ABB** Ltd.

- Operations of SUBTLEWEIGH: [a] We are the largest provider of **Automation & Weighing solutions** to the Sponge Iron Industries & hold about 80% market share in this segment. Since, the inception of our Company in the year 1995, we have had phenomenal growth, which proved us capable of the above prestigious award from ABB.
- [b] Some of our esteemed Clients who have helped us to attain such growth by repeated orders are Electrosteel Castings Ltd., Adhunik Group of Companies, Satyam Group of Industries, MPS Group, Durgapur Metalliks Ltd., OCL India Ltd., SPS Group, Jindal Steel & Power, Usha Martin Ltd., VKG Steel and lots of other Plants throughout India & Bangladesh.
- [c] We wish to inform you that for all the sponge iron Plants mentioned therein (mostly Popuri' design), we have done complete automation along with supply of weigh feeders and holding about 80% share in this particular segment and **also we have supplied & installed our Dynamic Weighing Systems (Belt Weighing Scales & Belt Weigh Feeders)** to some of the specific **Integrated Steel & Cement Manufacturing Plants and also we have been registered with MECON.**

Job Profile: [Duration: April 2007 to December 2012]

Working as “Dy. Manager (Sales)” – East & South

- Meeting our existing & new clients for upcoming projects
- Participating Techno-Commercial discussions with the clients regarding Drives/PLC as well as LT-PANELS (MCC/PCC/ACBD/DCDB/AFPC etc.)
- Meeting, Interacting and communicating Consulting Engineering firms
- Follow-up for pending matters & to solve customer queries.
- To visit the installation site as per clients requirement.
- Also looking after the spares requirement for East & South.
- To take care of all commercial formalities.
- Monitoring & supervising of junior Executives.

[4] Company Profile: **M/s. TRANSWEIGH (INDIA) LIMITED**, Mumbai is a joint Venture Company with Pfister GMBH, Germany formed over two decades ago which is a conglomerate of M/S FLS INDUSTRIES Group. Over the years, it has earned a name to be reckoned with in manufacturing a wide range of Electronic Weighing and Batching Systems. The joint venture has enabled TRANSWEIGH to provide the Indian Industry the rich benefits of Research and Development undertaken by one of the leading European companies in the field of Industrial Weighing. The experience of handling various products helped us achieve the symbiosis of understanding specific needs of different industries. Today our activities mainly include Weighing & Proportioning Systems. Process Controls and Automated Handling Including Batching and Bagging plants.

- Operations of TRANSWEIGH:
- [a] Application Engineering, Manufacturing, Installation and Services of Continuous Weighing and Proportioning Systems such as Weigh Feeders, Belt Weighers, Solid Flow Meters, Solid Flow Feeders and Loss in Weight systems.
 - [b] Engineering, Installation and Commissioning of Batching Plants on turnkey basis including Structural, Civil, Electrical, Instrumentation and Controls.
 - [c] Manufacture of Weighing and Bagging Systems.
 - [d] Sales, including commissioning of products manufactured by Pfister Germany, in India.
 - [e] Manufacture of special design custom built systems.

Our largest order till date was a Turnkey Project for a Glass Batch Plant for Videocon Narmada Electronics Ltd. (VNEL) amounting to Rs.240 millions. Our products are being used in TATA STEEL, Bhushan Steel, SAIL(all the Steel Plants), Jindal Stainless Steel, JSW(Belary), Jain Steel & Power Ltd., Sunil Spong Iron, Ultratech Cement, Ambuja Cement,Grashim Cement, Gujarat Glass, LA OPALA and many more.

Job Profile: [Duration: November 2005 to March 2007]

Working as “Asst. Manager (Sales) – East.

- Meeting our existing & new clients for application oriented requirements
- Participating Techno-Commercial discussions with the clients
- Meeting interacting and communicating Consulting Engineering firms
- Follow-up for pending matters & to solve customer queries.
- To visit the installation site as per clients requirement.
- To take care of all commercial formalities.

[5] Company Profile: **M/s. SARTORIUS MECHATRONICS INDIA PVT.LTD.** is a 100% subsidiary organization of M/S SARTORIUS AG., Germany. Sartorius Mechatronics India Pvt.Ltd. encapsulates the consolidation of Sartorius technology and knowledge acquired from years of expertise from the other group of companies as Global Weighing, Boekels, Acculab etc. on one common platform. It enjoys the status of a global leader in weighing applications, precision and analytical weighing applications (unequalled mono & shy; lithic block technology) and industrial weighing with cutting edge technology in industrial load cells, electronics, system engineering and process weighing solutions. Based in Bangalore India’s IT and knowledge capital, Sartorius Mechatronics has a network of regional offices and service centres to take care of customer needs throughout India. A unique culture and management sets Sartorius Mechatronics India clearly apart as the company offers complete solutions in weighing. Here, the joy of innovation combines with technological brilliance to realize the goal of establishing India as an Integral Part of the global Mechatronics Research and Production network.

Job Profile: [Duration: June 2003 to October 2005]

Worked as “Sr.Sales Executive – Industrial Division”

- Meeting our regular & new clients for their upcoming projects
- Also interacting & communication Consulting Engineering Firms
- Meeting & communicating all User, Technical & Economical Buyers
- Follow-up regarding pending matters & solving our customer queries.
- Techno-Commercial discussion with the clients & visit the site if requires.

[6] Company Profile: **M/s. POWER TOOLS & APPLIANCES CO. LTD.**, Mumbai is represented in India as the sole (Sales & Service) Agent for MACHINE TOOLS (Conventional & PLC/CNC Controlled) from RUSSIA, CHINA, DENMARK, TAIWAN, KOREA & UKRAINE (Ball Screws). Our clients are all reputed (ENGG. & Automobile) Private Sectors, Public Sectors & Government Sectors.

Job Profile: [Duration Feb 1996 to April 2003]

Worked as “Sr. Marketing Engineer.”

- Meeting & visiting our existing customers regularly
- Creation of new business
- Generation of new business
- Participation at high-level discussion for Techno-Commercial matters
- Handling Sales & Marketing activities & also monitoring a sales team of four junior executives.

REFERENCE: MR.GAUTOM BISWAS – Business Proprietor,
M/s.DIGITAL WEIGHING & SCALES, Asansol (WB).