



Srijeet Sarkar

Business Developer



Contact

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Languages known: English, Hindi,

Bengali, Assamese, Gujarati & Oriya



Professional Summary

A Business Developer with experience in managing multi-functional roles involving proposals process, cost estimation, tender, contracts, product management, product development, project management and strategy. A Chemical Engineer who has worked as a Process & Production Engineer, managing products and Engineering Designing for Chemical Industries



Work History

2020-02 -
Current

Business Development & Project Management

THINK Gas Bhopal Pvt. Ltd., Bhopal, Madhya Pradesh

- Responsible for complete life cycle of contract management right from floating of tenders for vendor assessment to finalizing agreements (project cost of around 40 Crs.).
- Involved in Techno-commercial evaluation of vendors for finalizing technology partner (>3 vendor assessment).
- Studying & reviewing tender/enquiry documents and checking for qualifying criteria for the bidding of the projects.
- Increasing sales of 35% YoY basis in transportation and ~350% increase in Domestic segment.
- Data analytics to assess the potential of NG sales in transportation and domestic segment.
- Performed Data Analysis and tested data models for reaching at defined goals set by management.
- Collaborate with pricing and contracts teams to develop pricing strategies and negotiate terms and conditions.
- Performed Financial Management, Risk Management and Stakeholder Management for all the projects.
- Proficient in business analysis techniques such as design thinking, brainstorming, use case analysis for selection of solution options.
- Demand assessment of LNG in heavy duty vehicle transportation with a potential of 1500 trucks.



Skills

Product Management



Client Interfacing



Billing and Negotiations



Business Development



Project Management



Proposal Management



Process Design



Oil & Gas Industry



Chemical Industry knowledge



2016-10 -
2020-01

Commercial & Marketing

Gujarat Gas Limited, Bhavnagar & Amreli, Gujarat

- Responsible to plan and execute complete marketing campaign for domestic, commercial, and industrial customers. Managed to add 0.036 mmscmd in added gas sale during my tenure and signed 40% additional new customers YoY.
- Responsible for driving sales by analyzing customer data increasing it by 5% each quarter.
- Held additional responsibility of collection of invoicing and ensuring minimal impact due to large outstanding payments (collection of over 70 lakhs each month).
- Handling daily reporting of MIS both at site level and for reporting to the corporate.
- Responsible for forecasting the demand always based on historical data analysis and ensuring availability of gas at the cheapest available cost.
- Collaborated with Projects and Maintenance departments for timely planning of activities and issue resolution.
- Support marketing efforts such as trade shows, exhibits, campaigns, and events

Sales & Marketing



Software proficiency (SAP, ORACLE, ZOHO)



Business Analytics



MS- Office



Document Control



2015-07 -
2016-09

Marketing Executive

SKN- Haryana City Gas Distribution Pvt. Ltd., Gurugram, Haryana

- Part of team for forecasting of gas consumption including trend analysis for commercial and industrial sector, maintaining, and increasing sales.
- Responsible to carry out market research to support bidding for new Geographical Area (GA).
- Promote Natural Gas consumption in Commercial and Industrial sector.
- Responsible for collection of invoicing and ensuring minimal disruption to the P&L (collection of over 40 lakhs each month).
- Part of ERP implementation team.

2012-03 -
2013-05

Production Executive

Atul Limited, Atul, Gujarat

- Shift-in-charge (SIC) and Engineer, leading a team of 6 officers and 2 workmen in rotating shifts for Crop Protection Plant.
- Managed overall production activities including DCS

(Distributed Control System) and Advanced Process Control (APC) operations.

- Collaborated with Projects, Planning and Maintenance departments for production planning, preventive, and planned maintenance, and turn around planning.
- Assisted plant manager in preparation for Operational and Safety audits by regulatory authorities.

2010-06 -
2012-02

Project & Process Engineer

Rubamin Limited, Halol, Gujarat

- Part of team for implementation of projects from Lab scale to Commercial scale
- Preparation of design engineering drawings for green field and brown field projects.
- Preparation of BoM for items required in commissioning of projects.
- Preparation of PRs and POs in SAP environment.



Education

2013-07 -
2015-05

MBA: Oil & Gas Management

University of Petroleum and Energy Studies - Dehradun

2006-09 -
2010-05

B.Tech.: Chemical Engineering

Gandhi Institute of Engineering & Technology – Odisha



Projects Undertaken

- Oil India Limited on "Crude Oil processing and transportation" for 8 weeks.
- Market survey on "Feasibility of LNG in cylinders commercially".
- PoC for LNG in Heavy Duty Vehicles.
- Supply of LNG cylinders to prospective customers.



Certifications

- 2022-04** ● Basics of Analytics
- 2020-08** ● Digital Marketing by IAB, Europe, Google Digital & The Open University, UK
- 2018-07** ● Integrated Management System (IMS) towards ISO Certification
- 2017-10** ● Customer Orientation
- 2016-11** ● First Aider