

Ankit Roy

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CAREER OBJECTIVE

Looking for a challenging career which demands the best of my professional ability in terms of, technical and analytical skills, and helps me in broadening and enhancing my current skill and knowledge.

EXEPERENCES

1. SIKA INDIA PVT LTD (MASTER BUILDERS SOLUTIONS INDIA PVT LTD)

Asst. Manager (Nov '23 to Present)

Key Result Area:

- Analysis market and conduct market research to stay informed of industry trends and competitive landscape
- Help to identify potential new market segments and customers, and develop strategies to target them
- Track and analyse key sales metrics such as pipeline generation, win rate, stage conversion rates, and more.
- Ability to apply principles of logic and critical thinking to a wide range of complex business issues.
- Supply chain and Inventory management of North Bengal.

2. FOSROC CHEMICALS (INDIA) PVT LTD

Sales Engineer (Apr '22 to Nov '23)

Key Result Area:

- Performed Business analysis (Excel) on pertinent sectors
- Engaged in Key Account Management to create Commercial opportunities
- Analysis sales data to identify trends, patterns, and opportunities for growth
- Executed marketing activities & make Presentation in Engineers Meet, Builders Meet, In House Presentation etc.
- Analyze data & produced insightful reports to improve business processes & efficiency successfully manage Key Accounts
- Building relationship and generate business through Contractors, Developers, Engineers and achieve sales target annually.
- Assist in the development of sales forecasts and budgets and achieve sales target and marketing target.

3. **NITCO TILES LTD**

Sales Executive (Feb '21 to Mar'22)

Key Result Area:

- Business generation through Distributors
- Growing business through Pvt. Construction Company and achieve sales target.
- Expand business with Govt. companies like NTPC, PWD, MES, RAIL
Relation building with existing customers
- Building relationship and generate business through L & T, Eden Group, PS Group, Godrej group etc.

4. **POLYLINE EXTRUSION PVT LTD**

Marketing Executive (Sep '18 to Jan '21)

Key Result Area:

- Generate and expand business through retailer, builder, contractor and Govt. dept. in South Bengal
- Identification of new customers and develop business relationship with existing clients
- Feedback about new trends in the industry
- Travel to customers place on frequent basis to grow relationship with customer and gather details about the project as a whole
- Supply materials to multiple projects of CPWD, RAIL, MES, NBCC, PWD etc.
- Appointed several dealers/distributors in Kolkata and South Bengal

EDUCATION

Year	Examination/Degree	Institution	Board/University
2018	B-tech(Mechanical)	Kalyani Govt. Engg College	Maulana Abul Kalam Azad University of Technology
2013	Higher secondary (10+2)	Birpara High School	Central Board of Secondary Education
2011	Madhyamik(Class 10)	Birpara High School	West Bengal Board Of Secondary Education

PROJECT

Aerodynamic Analysis Around a Cricket Ball (Kalyani Government Engineering College)

- Developed a 3-Dimensional model of a Cricket ball with seam having standard dimensions
- Observed pressure field variations of air around a cricket ball during flight with spin
- Analyzed lift force and drag force acting on the balling flight with spin
- Identified the Magnus effect
- Determine dimensions of a cricket ball having a particular rotation and velocity of throw for optimized performance

CERTIFICATIONS

CBAP (Certified Business Analysis Professional) Certification (Simlilearn - '24)

- Earned CBAP certification from Simlilearn, demonstrating advanced knowledge and skills in business analysis
- Acquired in depth expertise in business analysis practices, including requirement elicitation, documentation and stakeholder management
- Mastered techniques for analyzing business needs, identifying solutions and implementing strategic initiatives
- Developed skills in risk analysis, process improvement, and change management to drive organizational success
- Demonstrated capability in planning, monitoring and executing business analysis activities for complex projects
- Gained practical experience through case studies, projects of real-world business scenarios during the training program

Business Intelligence Analyst (UDEMY- '23)

- Completed Business Intelligence Analyst course from Udemy
- Gaining soft skills in MySQL, Tableau, Python & Statistics to analyze data
- Gather, analyze data & produced insightful reports to improve business processes & efficiency
- Developed dashboards, data visualizations and presentations to better communicate complex and big database
- Evaluating business processes, anticipating requirements, uncovering areas for improvement, developing and implementing solutions
- Participate in project planning & tracking

TRAINING

Vocational Training of 28 days on Polypropylene Plant in **Haldia Petrochemicals Ltd** .

Key Learnings:

- Basic operation of Polypropylene manufacturing
- Details of High density Polyethylene (HDPE) plant
- Details of Linear low density Polyethylene (LLDPE) plant
- Understanding basic operation of different varieties of valves, Pumps, Heat Exchanger and Compressors.

SOFT SKILLS

- Microsoft Excel
- Microsoft Word
- Microsoft Power Point
- MySQL

- Tableau
- Azure
- DAX
- Auto cad- Basic drafting

CORE COMPETENCIES

- Leadership
- Team work
- Social work
- Decision making
- Communication
- Patient listener

POSITIONS OF RESPONSIBILITY

- Assistant manager of North Bengal, Sikkim, Bhutan in **Sika India Pvt Ltd** from 2023
- Coordinator of 9th Annual Alumni Meet of **Kalyani Government Engineering College** in 2017
- Selected as an Alumni Secretary of **RISHI BANKIM CHADRA HALL** for the year 2017- 2018

LANGUAGE PROFICIENCY

Language	Proficiency
Bengali	Read, Write, Speak
English	Read, Write, Speak
Hindi	Read, Speak
Nepali	Speak

I hereby declare that the above particulars of facts and information stated are correct to the best of my belief and knowledge.

Signature:

Ankit Roy