

**Ashis Kumar Sarkar**

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*Carrier Objective*

Want to be leading with **maximising market share** in the given field thereby improving **Brand value** (trust is priceless). Looking to work in a reputed company in Textiles to explore my hard earned 28+ experience.

To grow with the company.

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*Professional Experience*

**Management Consultant: Helping Spinning companies to use optimum potential of machines without compromising yarn values since last 3 years. Key focuses are on maximum realisation of raw material coupled with machines potential to stay ahead of competition.**

**Job done:**

**Vice President, Marketing and Business development, South Asia since 1<sup>st</sup> Jan'2013**

**Company: Elbit Vision Systems Ltd., Israel -Online Fabric inspection systems for defects & shade variation & generate optimized cut plan. Helped the company to be the leader in finished fabric inspection.**

- **Responsible for Marketing/Sales and business development in South Asia, especially in India.**
- **Few success stories with repeated orders with Vardhman, Welspun, Premier, Ginni, SRF, Madura Tire cord etc.**

**Vice President, Marketing and Business development, Perfect Engineering Ltd.**

- **Responsible for Designing new machine (B/R, Card, Waste cleaning line, Hard waste opening line etc), marketing and business development globally.**
- **Imparting training to Service personnel to handle new machines thus satisfying valued customers which helps to have an edge over competition.**

**Marketing Manager, Trutzschler – Leading Textile M/C manufacturing Co., Germany (from beginning of 2008 to end of 2008).**

- To prepare strategy to increase sales volume with maximizing Customer's benefit. Also responsible for updating knowledge of our valued Customers regarding New M/C and make win-win situation for new investment.
  - Also attended few premium customers in India for optimizing complete production line with **1.5-2.0% increase** in realization on Customer's request.
  - Also got complete exposure on Nonwoven products from sister companies Fleissner & Erko Trutzschler.
  - Also worked for `fibre to fabric` projects.
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**Sales Manager: Schlafhorst | Saurer** – Leading Textile M/C manufacturing Co., Germany from the year 2000 to 2007 specially North India (Punjab, Haryana, HP, Bhopal, Ahmedabad, Kolkata etc.)

- To prepare strategy to increase sales volume with new promotion tools. Also responsible for updating knowledge of our valued Customer regarding New M/C.
- Responsible to sale Upgrade for both products (Autoconer & Autocoro) in order to get maximum output with Quality.

January 1995 - December 1999- **Technologist/Service Engineer. Crosrol- UK** under E&A, India, Delhi.

- I was responsible for maximum output with optimum quality of yarn (means to set M/Cs right from Blowroom to Ringframe).
- Visited most Asian Countries as well as European Countries for above mentioned job.

May 1991 - December 1994- **Vardhman Spinning**, Ludhiana as Production & Maintenance Officer.

- Responsible to get maximum productivity by keeping Machine healthy.
  - Participated in various technological development activities.
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### *Professional Qualification*

Done B-Tech on Textile under the University of Kolkata in the Year 1991 and obtained 1<sup>st</sup> class

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**Salary Expected: Negotiable**