PARTHA ROY CHOWDHURY

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# SYNOPSIS Dynamic, Competent, focused and goal-oriented professional with considerable International experience of managing B2B sales for PV Solar Solutions, AC & DC UPS Systems, Industrial Batteries.

Ability to work with multicultural stake holders and team members.

Proven ability to gather information, analyze, strategize and implement business processes / procedures and manage organization’s External and Internal stakeholders.

KEY SKILLS BUSINESS DEVELOPMENT

PRODUCT DEVELOPMENT / MANAGEMENT BRAND MANAGEMENT

CHANNEL MANAGEMENT STRATEGY PLANNING OPERATION MANAGEMENT:

CLIENT RELATIONSHIP MANAGEMENT

## ENTREPRENEURIAL

VENTURE

DIVISIONAL MANAGER (MARKETING) -PSBG – REEM BATTERIES & POWER APPLIANCES CO. SAOC, SULTANATE OF OMAN

March 2007 – Till Date

KEY DELIVERABLES:

8 Identified new products line based on market potential and ties ups with manufacturers for Renewable Energy ( From India , China & Europe) , DC UPS system (TECNED, Netherlands), AVR/SVR (DELTA, Turkey), Modular UPS (INVT, China) & Industrial Batteries ( MHB, China) to drive the business volume.

8 Identified and Appointed Business Partners at UAE , Qatar & Kenya.

8 Fist Ever Association with a Roof Top Solar Project in Sultanate of Oman

8 Manage to establish “REEM “ brand UPS in Sultanate of Oman.

8 Bagged the first ever biggest order of GE UPS systems from Oil & Gas Company.

8 Successfully executed orders starting from negotiation with the principals, costing, procurement process, documentation until delivery within the committed time thereby increased the customer satisfaction level and profitability of the division.

DEPUTY MANAGER MARKETING – PCI LTD, NEW DELHI, INDIA.

Jan 2006 –Feb 2007 (Static & Dynamic UPS System)

KEY DELIVERABLES:

8 Bagged order for 6\*120KVA UPS systems from MAX HEALTHCARE, a reputed Medical Institution in Northern India and thereby entered into a major account of M/s Eaton Power.

8 Bagged Order for 2\*200KVA UPS system from Hindustan Syringe and Medical Device, a key account for M/s Emersion Network Power, India.

8 Made a Rate Contract UPS system from M/s FUN MULTIPLEXES, a ZEE TV Group, for supporting Digital Projectors for their Multiplexes for the Northern India.

REGIONAL MANAGER (NORTH) – HITA TECHNOLOGY PVT. LTD., NEW DELHI, INDIA

Nov 2003– December 2006 (UPS system)

KEY DELIVERABLES:

8 Bagged order for 1\*20KVA UPS systems from one of Call Centre in Northern India, the first installation in BPO Industry in Northern India.

8 Introduced 3 Business Partners in New Delhi to promote HiTA brand UPS system only.

8 Increased the profitability of the region by 35% by increasing the sales turnover, reducing the outstanding and also reduces the expenses by proper financial and manpower planning.

DEPUTY MANAGER – ELECTRONICS & CONTROLS POWER SYSTEMS PVT. LTD., KOLKATA, INDIA.

September 1997 –October 2003 (Manufacturer of AQUPOWER UPS system)

KEY DELIVERABLES:

8 Turnaround the profitability of the region by ensuring 125% achievement in Sales Turnover, 95% achievement in Service revenue collection, reducing the outstanding And also reduces the expenses by proper financial and manpower planning.

8 Bagged order for 4\*7.5KVA UPS systems from Union Bank of India , Kolkata , the first installation in this bank of the company .

8 Bagged s single order of 108 Lacs from M/s CALTIGER.COM a single largest order in DOT COM industry in eastern India.

8 Ensured a major share in UPS order from UCO Bank, Head Office, Kolkata

8 Bagged order for 4\*20 KVA UPS Systems from M/s STATESMAN, a leading news paper in India.

EDUCATION MASTER’S IN BUSINESS ADMINISTRATION - ISMS, INDIA BACHELOR OF SCIENCE - KOLKATA UNIVERSITY, INDIA

CERTIFICATES CERTIFICATE COURSE ON DESIGN & INSTALLATION OF SOLAR PV OFF-GRID & ON-GRID - ICHARYA (MINISTRY OF NEW & RENEWABLE ENERGY, GOVT. OF INDIA), INDIA

CERTIFIED INTERNAL AUDITOR FOR QMS ISO 9001-2015

PERSONAL DOSSIER DATE OF BIRTH : 07TH APRIL 1973

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