**TAPOPROVO DAS**

Contact: 07278540846, 09007941055 E-Mail: tapo\_mech@rediffmail.com

**JOB OBJECTIVE**

Seeking senior level assignments in Sales and Marketing with an organization of repute in Manufacturing Industry

Location Preference: East India (West Bengal, Jharkhand, Orissa)

**PROFILE SUMMARY**

* A dynamic Professional with over 7 years of experience in Business Development, Channel Management
* Exposure in increasing sales revenue, achieving targeted sales goals, developing profitable & productive business relationships and ensuring the successful completion of project
* Leveraged with sound skills in directing cross-functional teams using interactive and motivational leadership
* An effective communicator with outstanding interpersonal and negotiation skills

**AREAS OF EXPERTIES**

Industrial Sales and Marketing Business Development Team Management

Techno-Commercial Operations Client Relationship Management Planning and Coordination

**ORGANISATIONAL EXPERIENCE**

**Since Aug’11 Addison & Co. Ltd. Sr. Service Engineer**

**Products -** Cutting Tools (HSS, Solid Carbide)

Responsibilities:

Direct Marketing to following customer

Selling of cutting tools to below mentioned customer

* Generating enquiries from industry on their application basis
* Conducting trial in customer premises and continuously follow-up with them to ensure conversion
* Enquiry into order, collection of payment & C-form

• Developed new market in Howrah and Hooghly  
• Generated enquiry from customer ends  
• Conducted seminar on new products launched  
• Trained company people for special item

Existing Client:

* Eastern India (Kolkata, Kharagpur, Orissa, Durgapur)
* Aditya Birla Insulator
* BBJ Construction Co. Ltd.
* Special Engineering services
* Metlock Engineering
* Introduced Broach cutter to Britannia Engineering Ltd.

**Feb’10 – Jul’11 Larsen & Toubro Application Engineer**

**Products** - Welding Electrodes

Responsibilities:

Direct Marketing to following customer

Selling of cutting tools to below mentioned customer

* Developed new market in Howrah and Hooghly
* Generated enquiry from customer ends
* Conducted trial to customer end, if necessary
* Converted enquiry into order; administered activities like collection of payment & C- Form
* Conducted seminar on new products launched
* Trained company people for special item

Existing Clients:

* Power Plant
* Steel Plant
* Hindalco
* Aditya Birla Insulator
* Engineering Industry
* Railway Wagons Manufacturer
* Paper Mill
* Jute Mill

**Sep’08- Dec’09 B.N. Bose & Co. (Marine) Pvt. Ltd. Engineer In-Charge**

**Responsibilities:**

* Arranged survey for the yard
* Prepared production plan & follow up
* Installation of machinery
* Supervision of blasting & painting

**Nov’ 2007- Aug’2008 Corporate Shipyard Pvt. Ltd. Asst. Engineer**

Responsibilities:

* Arranged survey for the yard
* Prepared production plan & follow up
* Installation of machinery
* Supervision of blasting & painting

**EDUCATION**

### Post Graduate Diploma on Welding Technology from Jadavpur University, West-Bengal,2008

B.Tech. (Mechanical) from F.I.E.M, Kolkata, W.B.U.T. in 2007; secured 7.15 DGPA

XII from Uttarpara Govt. High School, West-Bengal W.B.C.H.S. in 2003; secured 53.9%

X from Uttarpara Govt. High School, West-Bengal, and W.B.B.S.E. in 2000; secured 65.6%

**Other Academic Skills**

AutoCAD in R.K. Mission Computer Center, Belur Math, Kolkata Three months

Spoken English from R.K. Mission Computer Centre, Belur Math, Kolkata One month

**VOCATIONAL TRAINING**

Westing House Saxby Farmer Ltd., Kolkata, West-Bengal

Duration: One month

**PROJECT EXECUTED**

Welder Performance Qualification Test (WPQT)

Duration: 3 Months

**IT SKILLS**

Basic computer knowledge

**PERSONAL DETAILS**

Date of Birth: 7th May 1984

Address: Flat No-102, Kalpataru Apartment, 13, Hem Pal Lane, Post Office- Belurmath, Dist. Howrah, PIN: 711202, Kolkata, West Bengal

Language Known: English, Hindi and Bengali