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| **Mr. Sanmoy Bhaduri**  **Mumbai, India** | | | | **PASSPORT PHOTO - SANMOY** |
| **Cell:** +91-93244 60321 **E-mail:** sanmoyb@yahoo.co.in | | | |
| **STRENGTHS**   * Automotive Spare Parts Manager * Extensive knowledge of automobile Parts operations * International Trade * Sales budgeting and forecast * Negotiation and organizational skills * Excellent People Management and supervisory skills   **PROFILE SUMMARY** | | | | |
| India & Middle East experienced efficient and professional Automotive Parts Manager with 22 years of extensive knowledge of auto parts . Strategic thinker with excellent communication, problem solving, analytical, interpersonal and time management skills. Seeking a more challenging supervisory work profile to utilize knowledge and expertise towards developing an excellent career. |  | |  | |
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| **ACHIEVEMENTS** | | |  | |
| * Performed assigned workload with indefinable enthusiasm, commitment, honesty and dedication and drove towards contributing to continued business growth. * Recognized by colleagues and superiors for achieving the set objectives of the department consistently. * Successfully established a wide customer network across the globe and a disciplined approach towards maintaining deadlines set for each deal. | | | | |
| **CAREER SNAPSHOT** | |  | | |
| **Sales Manager – Wholesale Parts** | | **Jul 2012 - Jul 2019** | | |
| Al-Futtaim Auto & Machinery Co. LLC, Dubai, U.A.E.  *Al-Futtaim Auto and Machinery Company (FAMCO) is a member of the Al-Futtaim Group, one of the largest privately owned business houses in the Gulf region. FAMCO serves the transportation, construction, oil & gas, manufacturing, warehousing and marine sectors with world-class brands including* ***VOLVO Trucks, VOLVO Buses, VOLVO Construction Equipment, TEREX, INGERSOLL RAND, LINDE, and YANMAR.*** | | **Image result for Al futtaim logo** | | |
| **Assistant Manager – Parts Corporate**  Blue Line International Trade FZE, Sharjah, U.A.E. (O.T.E. Group, Sultanate of Oman)  *Oman Trading Establishment LLC (OTE), a group company of the coveted Suhail Bahwan group, is one of the largest automobile distributors in the Sultanate of Oman with franchises of* ***HYUNDAI, GENERAL MOTORS, ISUZU, and SUBARU****, spread across 16 branches all over Oman. Other activities include Consumer Electronics and Home Appliances, Tyres, Batteries and Allied Products and Vocational Training.* | | **Oct 2005 – Jun 2012**  **Image result for ote group logo** | | |
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| **Senior Sales Officer**  Lucas Indian Service Ltd., West Bengal, India  *Lucas Indian Service Ltd. is part of the Lucas-TVS group, who are the pioneers in the field of Auto-Electricals in vehicles ranging from Heavy Earth Moving to Two Wheelers. They have a strong presence in both the OE and the aftermarket for their* ***Lucas-TVS*** *brand of Starters, Alternators, Distributors, Lamps, Delphi-TVS brand of Fuel Injection Equipments, Lucas Battery, and LISPART brand of Lamps, Filters, Bulbs, and Switches.* | | **Jun 2000 – Sept 2005**  **Image result for lucas TVS logo** | | |
| **Sales Officer**  Shriram Pistons & Rings Ltd., Kolkata, India  *A rapidly growing company under the Lala Charat Ram group, they have increased their market share significantly in various OEMs in India, notably Tata Motors, Maruti Suzuki, Mahindra & Mahindra among a few, for their product ranges –* ***USHA Pistons, Rings and Engine Valves.***  **Mr. Sanmoy Bhaduri**  **Mumbai, India**  **Cell:** +91-93244 60321 **E-mail:** sanmoyb@yahoo.co.in  **\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_** | | **Jan 1997 – May 2000**  **Image result for usha pistons logo** | | |
| **PROVEN JOB ROLE** | | |  | |
| **Sales Manager – Wholesale Parts**  – Al-Futtaim Auto & Machinery Co. LLC   * Reporting to Divisional Manager – Parts Operations and responsible for Spare Parts Sales and operations with Annual Sales Target of USD 5 Million and Gross Margin of USD 1.20 Million. This covered the Commercial and Heavy Duty franchisees Volvo, Yanmar, Linde and Ingersoll Rand. * Identified and appointed wholesale customers in U.A.E., and bulk importers in international market. Visited Singapore, Malaysia, Indonesia, Iran, Egypt, and Zambia for new business development. * Monitoring and analyzing the spare parts pricing and delivery details for supply across our global customers, in discussion with the spare parts inventory team. * Reported by 2 team members responsible for back office operations - prompt placement of orders, packing as per global standards and timely delivery. Responsible for their KPI and annual appraisals. * Ensured full money transfers and LCs in place prior to any overseas shipment. No debts / outstanding till date. | | | | |
| **Assistant Manager – Parts Corporate –** O.T.E. Group   * Reported to Sr. Manager - Parts and responsible for Parts Sales with Annual Sales Target of USD 15 Million and Gross Margin of USD 2.50 Million. This covered the Passenger and Light duty franchisees Hyundai, Isuzu, G.M. and Subaru. * Decided on pricing and payment options after negotiation with customers to finalize each deals. * Identified and appointed new customers in various countries outside U.A.E., through references and online websites. * Analyzed necessary export documents – Bill of Entry, Transfer of ownership, Customs Exit certificate. * Prepared L.C.s, CAD documents for the export customers. * Liaising with freight forwarders on shipment receipt, delivery and documentation. | | | | |
| **Senior Sales Officer –** Lucas Indian Service Ltd.   * Reported to Zonal Manager (East) and responsible for an Annual Sales Target of USD 1 Million. * Operated through a network of Lucas authorized sales and service dealers and LISPART distributors. * Maintained close contacts with the OEMs, fleet owners and workshops through the Lucas authorized dealers. * Appointed and monitored the sales and service dealers with stringent quality requirements of Lucas-TVS. * Organized regular service campaigns, dealer get-togethers and new product launches. * Supplied to various Institutions through tenders – STUs, Eastern Coalfields, Indian Railways, Defence workshops.   **Sales Officer –** Shriram Pistons & Rings Ltd.   * Reported to Regional Manager (East) and responsible for an Annual Sales Target of USD 250,000. * Operated through a main distributor and a network of sub-dealers appointed through them. * Maintained close contacts with various Engine Overhauling and Engine Boring Workshops. * Appointed and monitored the sub-dealer network sales and outstanding. * Monitored competitor activities and prepared daily reports. * Organized regular dealer and Engine mechanic get-togethers and new product launches. | | | | |

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| **I.T. SKILLS** |  |
| * SAP SD Module Knowledge - Environment: SAP R/3 4.6C * Adept in Windows - MS Office  |  |  | | --- | --- | | **EDUCATIONAL QUALIFICATIONS** |  | | |

**Bachelor’s Degree in Science,** St. Xavier’s College,Kolkata University, India

**Post Graduate Diploma in Business** **Management,** I.I.P.M., New Delhi, India

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| **PERSONAL DETAILS** |
| Employment status: *Full Time* Marital status: *Married* Date of Birth: *5th February, 1973* |
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