

SUDIP DAS

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OBJECTIVE: - To create individual worth that will add tremendous value to the global corporate through professional skills and constantly keep moving up the value chain as a dedicated team player who can bring to your organization excellent skills like analytical, planning, organizing, time management and communication.

WORKING EXPERIENCE:-

- **Working** as a “**Sr. Manager – Sales**” at **Orbit Technology Pvt. Ltd, India** in Eastern India from 29.04.2019 to till date.

Clientele:- Oil & Gas Industry (IOCL, ONGC, BPCL, NRL, OIL INDIA, RIL, HPCL, IOBL, BCPL), Atomic Energy Field, Mines & Minerals, Steel & Power Sector, Petrochemicals, Pharmaceuticals Companies, Paints & Coatings, Automobiles, Food & Beverages, Cement Industries, Research Labs and DAE Labs, Universities etc.,

Responsibilities:

- i. To increase the Sales revenue of Industrial Instrumentation in Eastern (including NE Region).
 - ii. Product list includes: **Bomb Calorimeter, TGA, C&S Analyzer’s and HP Reactor etc.**
 - iii. Reporting – 3 members under me.
 - iv. Handled/Worked with EPC contractors for Oil & Gas, Power Plants Commissioning, Mining/ Cement etc.
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- Worked as a “**Regional Manager – Sales**” at **IKA India Pvt. Ltd, India** looking in North, NCR, Eastern India including Nepal, Bhutan, Bangladesh from 13.02.2018 to 29.03.2019.

Clientele:- Oil & Gas Industry, Mines & Minerals, Steel & Power Sector, Petrochemicals, Pharmaceuticals Companies, Paints & Coatings, Automobiles, Food & Beverages, Cement Industries, Research Labs and DAE Labs, Universities etc.,

Responsibilities:

- i. To increase the Sales revenue as well as client list..
 - ii. Product list includes: **Bomb Calorimeter and other Lab Equipment’s etc.**
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- Worked as a “**Dy. Manager – Sales**” at **Mettler Toledo Logistik GmbH, India** looking in Eastern India from 06.10.2014 to 13.12.2017.

Clientele:- Oil & Gas Industry, Mines & Minerals, Steel & Power Sector, Petrochemicals, Pharmaceuticals Companies, Paints & Coatings, Automobiles, Food & Beverages, Cement Industries, Research Labs and DAE Labs, Universities etc.,

Responsibilities:

- i. To increase the Sales revenue of Industrial Instrumentation in Eastern India.
 - ii. Product list includes: **Process Analysers for Oil Industry, Thermal Analysers and other Lab Equipment’s etc.**
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- **Worked** as a “**Area Manager - Sales**” at **I. R. Technology Services Pvt. Ltd**, Kolkata in Eastern India from 4th July’2010 to 30th Sept’2014.

Clientele:- Oil & Gas Industry, Atomic Energy Field, Mines & Minerals, Steel & Power Sector, Petrochemicals, Pharmaceuticals Companies, Paints & Coatings, Automobiles, Food & Beverages, Cement Industries, Research Labs and DAE Labs, Universities etc.,

- **Worked** as a “**Lecturer**” in the Department of ECE at Pailan College of Management & Technology, Kolkata since 14th Aug’2008 to 27th June’2010.
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ACADEMIC CAREER:-

- ✚ **Executive Post Graduate Diploma in Marketing** from IISWBM, Kolkata in Feb’2019.
 - ✚ **M. Tech: 1st class** in Materials Science & Technology from NIT Durgapur in 2008.
 - ✚ **M.Sc: 1st Class** in Applied Electronics from Bharathiar University in 2006.
 - ✚ **B.Sc: 2nd Class** in Electronics from Andhra University in 2004.
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TRAININGS:

- **Computer Training:** C, C++, and MS Office etc.
 - **Industrial Training:** ISDN-U Interface Card for ITI LTD, Bangalore for 3months.
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PERSONAL PROFILE:-

NAME: SUDIP DAS

FATHER’S NAME: Mr. Pradeep Kumar Das.

RESIDENCE: C-12/1 Ramgarh Colony, Kolkata – 700047, India.

DATE OF BIRTH: 02-03-1983.

GENDER: Male.

LANGUAGES KNOWN: Bengali (Mother Tongue), English, Hindi.

HOBBY: Reading different books, watching sporting events, Cricket.

TOTAL EXPERIENCE: - 12 years.

PRESENT LOCATION: - Kolkata, India.

Achievement in Sales in last 5 year: 1. Best Seller Award in 2016.
2. Selected for CRM implementation in current company.
3. Sold Instruments in UN-Trapped Area (Bhutan, NE Region).

DECLARATION:

I consider myself familiar with software & hardware aspects. I am also confident of my ability to work in a team. I hereby solemnly declare that all the statements made above are true & correct to the best of my knowledge & belief.

Date: 02.01.2020

Place: Kolkata.



(SUDIP DAS)