

**PRIYANKAR SHREE GYAN**  
#1064, Sector 31, Gurgaon-122001 (Delhi-NCR)  
Email: [psgyan31@gmail.com](mailto:psgyan31@gmail.com), Mobile: +91 78382 94861

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## EXECUTIVE PROFILE

### **Marketing – Sales & Operations, Business Development, Contract Management, Project management, Manufacturing Engineering**

Highly accomplished enterprising team player combining commercial & technical knowledge with sound academic qualifications. Result-oriented, focused on driving bottom line profits, with proven track record of achieving and exceeding the standards of performance. Thrive in dynamically changing environments requiring focused decision making & strategy formulation.

He wants to develop career in a fast moving environment, and is currently looking for a suitable position with a company that values passion, integrity and hard work.

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### **CORE COMPETENCIES**

- Key Account Management
  - New Market Development
  - Contract Management
  - Customer Relationship Management
  - Project Management
  - Tendering
  - Import & Export
  - Analytical approach
  - Customer oriented
  - Strategic planning
  - Team Leading
  - Proficient communication skills
  - Strong networking skills
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### PROFESSIONAL EXPERIENCE

**ADANI ENTERPRISES LIMITED** – Gurgaon (Delhi-NCR) | 2013 - Present

#### **Deputy Manager – Marketing & Business Development**

*Serving as Marketing Manager of Imported Non-coking Coal for this leader in Indian Imported Coal Market with its businesses in forward and backward integration in energy, resources & logistics domain.*

Provide result-oriented marketing (sales & operations) while handling volumes over 1 MMT. Expanded customer base through customer mapping and ensured 100% enquiries received from all clients. Lead execution teams to ensure smooth contract delivery and higher customer satisfaction. Successfully lead business development efforts including tendering. Analyze competitors' moves and create effective business and marketing plans. Liaise with various stakeholders to oversee cost saving and order fulfillment. Coordinate with overseas offices for sourcing, shipment planning, contract establishment, letter of credit, etc. Excellent working knowledge of entire value chain of Coal Trading viz. shipping, logistics, fuel management in power plants.

#### **Key Achievements:**

- Achieved the milestone volume of 1MMT sales target in the very first year of trading.
- Established 2 new accounts triggering INR 450 crores in additional sales revenues.
- Developed new market areas and increased the segmental market share from 40% to nearly 50%.
- Devised a 'service team' approach for all key accounts enabling constant monitoring of contract execution which led to significant improvements in quality & quantity and reduced losses by 20%.
- Carried out a comprehensive market-study and prepared report on 5-year coal demand projection in power sector.
- Proven track record of excellent contract delivery with higher profitability & quality control.
- Drafted and formalized Long Term FSA and signed MoU with 5 prospective buyers.

**LARSEN & TOUBRO LIMITED (L&T) – Hazira (Surat) | 2009 – 2012**

**Sr. Engineer - Shop Engineering (Production)**

*Progressed from GET to an increasingly responsible position as In-charge of Coil Shop for this Indian multi-national catering to Hydrocarbon, Infrastructure, Power, Process Industries & Defense sectors.*

Planned, monitored and executed production targets of 45 TPD of manufactured Coil modules. Managed end-to-end operations of Coil Shop leading team of 6 supervisors and 45 workmen. Coordinated project execution with MHI's Technical Advisors, Central Project Cell and Site Commissioning Team. Spearheaded technical evaluation & developed SOPs for process optimization and standardization. Played instrumental role in establishing Coil Shop during 'start-up' phase while leading a cross-functional team and ensured streamlined set-up of assembly line as per deadlines.

**Key Achievements:**

- Conceived, developed and implemented automated GMAW Welding Sequencer increasing the station output by three times, which was adopted as part of the shop assembly line.
  - Achieved savings of INR 1.8 million through various Kaizen & 5S initiatives in production processes.
  - Was recommended for 'Harvard Manage Mentor', a leadership development program of L&T in collaboration with Harvard B-School.
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**CERTIFICATIONS & SKILLS**

- Export-Import Management (International Trade) from IIFT, New Delhi (2016)
  - Project Management from Institute of Project Management Certification, India (2013)
  - Internal Audit (ISO 9001: 2008 QMS) from Det Norske Veritas (DNV), India (2012)
  - Computer skills: Primavera, MINITAB, SAP- PP module, C/C++, Pro-E, Auto-CAD
    - Lingual skills: English, Hindi, Bengali, Gujarati, Punjabi
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**ACADEMIC CREDENTIALS**

- PGDIM (full-time eMBA), AIIM – Ahmedabad ~ GPA: 3.33/4 (2012 – 2013)
    - Achieved 3<sup>rd</sup> position in the Batch of 2013
  - B.Tech. (Mechanical Engineering), CUSAT – Kochi ~ Marks: 73% (2005 – 2009)
    - Among top 4 in the batch of 66 in the department
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**LEADERSHIP & CO-CURRICULAR:**

- Editor (Tech.): Sourced, evaluated and reviewed articles for the company magazine 'ALEMBIC'
  - Led the departmental cricket team in the company cricket tournament in 2011
- Community Service: Actively associated with 'Ashalata' NGO working for education of under privileged children