

CURRICULUM VITAE

of

RAHUL DEB SAHA



JOB OBJECTIVES

To establish myself as a successful executive and effective team leader by hard work, honesty and ethics. Ultimately serve up the organization by implementing Emotional Intelligence (EQ), Conscience, technical knowledge, Leadership along with practical Sales and Service experiences.

To secure a business development position leveraging strong customer service and relationship building skills while utilizing over 20 years of business experience with Engineering based products and PrimeServ / After Market Care.

JOB EXPERIENCE 03: (Current):

Organization: MAN Energy Solutions BD Ltd. / Volkswagen (VW) Group

Position: Head of Sales-Bangladesh

Job duration: 6 years + (From Mar 2016 to till date)

JOB DESCRIPTION:

- Lead the Sales Team of MAN Energy Solutions BD Ltd.
- Responsible to sell the product of Steam Turbine, Gas Boosters Compressors and Gas Turbine.
- Working on the business Papers of SCANIA Bus, MAN Coach, Double Glass – Exterior, MAN Truck etc.
- Develop Business in Navy including 175 D new engine sales.
- Responsible for the PrimeServ / after Market Care division of Sales and Marketing related to DF, Gas, HFO, diesel based PP, Turbo Chargers and Turbo Machinery like Compressors, Steam Turbine and Gas Turbine.
- Responsible to prepare and sign all the contract of LTSA (Long Term Service Agreement) and Advisory both parts & services and to lead the team as an “Agreement Manager”.
- Develop New Business in Omnicare (GT spares, Renk, Retorfit etc.).

- Develop Marine after Market Sales and retrofit like EEXI, Alpha lubricator etc.
- Develop strong network in the market especially with the IPP projects owners and prospective customers.
- CRM reporting, Opportunities, quotes follow up and increased Hit rate.
- Weekly and monthly reporting and updates to Product Center (PC).
- Customer communication, Coordination and follow up, customer satisfaction, ownership of responsibilities, response time.
- Dunning and others sales process (ERP implementation).
- Team management and structuring to ensure discipline and high motivation in team.
- Reporting and projection (Weekly and monthly meeting).
- Internal training on Integrity, Code of Conduct, Corporate Governance etc.
- Arrangement of seminar, product training for customers and in-house staffs.
- Monitoring market trends in the Gas, HFO, STG, Compressors products and suggest action plan.
- Closely working on customer requirements for technical solutions, scope of supply & project business.
- Liaison between factory, reporting offices and customers.
- Prepare yearly budget, planning, organizing, and motivating the team all through the year.
- Reporting to the group.
- Developing business plan and sales strategy for the market that ensures attainment of company sales goals and P&L, preparing budget, monitoring regular sales activities to achieve yearly target, forecasting, planning to meet the product requirement, necessary strategy preparing to make effective sales and ensuring profitability and growth of the company through timely collecting markets information and analyzing those data and many more.

JOB EXPERIENCE 02:

Organization: Energypac Power Generation Ltd.

Position: Sr. Manager

Job duration: 10 years + (From Sep 2005 to Feb 2016)

JOB DESCRIPTION

- Lead the Sales Team of PrimeServ/Aftermarket care divisions of Energypac.
- Responsible for overall activities of PrimeServ/Aftermarket care divisions in the area of Gas (Guascor + MTU + Rolls-Royce), HFO (Rolls-Royce), Diesel (FG Wilson + Perkins), Gas Engines upgrading products along with LTSA, SnM, OnM contracts and DG rental.
- Responsible in the product sales of Diesel & Gas Generator, Compressor, Lift etc.
- Responsible for the JAC Truck Sales from the Department of Motor Vehicle division with the assigned sales target.
- Lead the Sales team as a “**Manager**” of PrimeServ /After Market Care division and responsible for the product sales of Diesel Generator, Compressor, Gas Engine upgrading product Sales along with SnM & OnM contract.
- Lead the Sales team of Area Sales Executives (ASE).
- Worked as a “**Deputy Manager**” of Gas & Diesel Spare Parts & Service Sales along with SnM & OnM contract sales. Also, responsible of Diesel Generator sales.
- Worked as “**Sr. Sales Engineer**” in After Market Care division for the parts and service sales. Responsible of Diesel Generator sales as well.
- Worked as “**Sales Engineer**” of PrimeServ /After Market Care division for Diesel Generator, parts and service sales.

JOB EXPERIENCE 01:

Organization: Tradevision Ltd.

Position: Sales & Service Engineer

Job duration: 2 years + (July 2003 to August 2005)

- Responsible for the “Broadcrown” Brand Diesel Generator (DG) Sales.
- Worked on the costing and quotation preparation.
- Responsible for SCM/Commercial division
- Communication with the “Broadcrown” principal

TRAINING

- 06 days Training on “**Gas Booster Compressor**” organized by **MAN Energy Solutions Middle East LLC**, Dubai.
- 15 days Training on “**Steam Turbine Generator**” organized by **MAN Diesel & Turbo** under MAN Diesel & Turbo India Private Limited, Bengaluru, Karnataka, India.

- **“Sales Excellence Training”** for 4 days organized by **MAN Diesel & Turbo** under **Egon Zank, Convendi, Augsburg, Germany**.
- 04 days training on **“Mastery of Self [MS] through Neuro-Linguistic Programming [NLP]”** organized by Mind Mapper Bangladesh under **Ranjan De Silva, Partner Senior Management Consultant Sensei International**.
- 08 hours day long training on **“Managing Personal & Organizational Conflicts for Outstanding Productivity”** organized by **Energypac Power Generation Ltd.** under **Impra Consulting International, USA**.
- 08 hours day long training on **“HR for NON-HR Professionals”** organized by **Energypac Power Generation Ltd.**
- Training on **“Developing Strong Customer Relationship”** organized by **Energypac** under **Skillsoft**.
- 08 hours day long training on **“Myers-Briggs Type Indicator (MBTI)”** organized by **Energypac Power Generation Ltd** under **M Shakhawat Hossain, Head of HR & Admin, EPGL**.
- 08 hours day long training on **“Energize yourself and your staff to achieve Corporate Vision”** organized by **www.prothom-alojobs.com** under **Md. Moinul Islam, Head of Learning and Development, ACI Ltd.**
- 08 hours day long training on **“Corporate Etiquette and Personal Grooming”** organized by **www.prothom-alojobs.com** under **Humaira Sharmeen, Head of training business, Prothom-alojobs**.
- 08 hours day long training on **“Key Leadership Techniques for Managers”** organized by **www.prothom-alojobs.com** under **Jishu Tarafder, Chief Consultant, Corporatecoach™**.
- 08 hours day long workshop on **“Effective Business Communications for Professionals”** organized by **Human Capital Development Limited (HCDL)** under **M Ahsan Ullah Khan, Head of Communication, External Affairs, Chevron, Bangladesh**.
- 05 days training on **“Market & Sales Promotion”** organized by **DCCI Business Institute (DBI)**.
- 08 hours day long training on **“Creative Sales Technique”** organized by **bdjobs.com** under **Gopar Sehjpai, Managing Director, Oracle Management Services (Pvt.) Ltd.**

EDUCATIONAL QUALIFICATION

- **MBA (Marketing)** from **Southeast University (SEU)** in 2010.
- **B.Sc. Engg. (EEE)** from **Rajshahi University of Engineering and Technology (RUET)** in 1999 (Exam held in June, 2003).
- **H.S.C. (Science)** from **Govt. Rajendra College, Faridpur** in 1994.
- **S.S.C. (Science)** from **Mahim Institution, Faridpur** in 1992.

COMMUNICATION SKILL

- Considerably in reading, writing, hearing and spoken in English and Bengali.

COMPUTER LITARACY

- Well known with Windows operating system and basic computer hardware. A good hand in MS Power Point, MS Word & MS Excel etc.

INTEREST

- Listening Song, Reading Books & newspaper and watching games like cricket, Football & traveling.

QUALITIES

- Well conversant with Power, Generators, Turbomachinery, PrimeServ/After market care and maintenance jobs of electro-mechanical Equipment.
- Friendly, adaptable, resourceful, dedicated, helpful and honest.
- Good interpersonal and coordination skills.
- Ability to liaise with clients and staff.
- Ability to work in team and independent as well.
- Trainer and Experienced on EQ.
- ABC License
- **Achieved Global Sales Award Gold (First Position)**
- NLP Star Certificate (Sensei International)
- Completed Quantum Meditation Course

PERSONAL INFORMATION

- Name : Rahul Deb Saha
- Father's Name : Late Jagadish Chandra Saha
- Mother's Name : Late Chinmayee Saha
- Mailing (Present) address : 84/2 Shamibagh, Sharnachapa Apt.
8th Floor, Gendaria, Dhaka - 1204
- E-mail : rahul95144@gmail.com
- Contact no : +880 1739 724 101
- Permanent address : Village: Sovarampur
Post: Sree Angan, District: Faridpur
- Date of Birth : January 01, 1977
- Nationality : Bangladeshi
- NID : 640 773 0446
- Religion : Hindu
- Marital Status : Married

SIGNATURE



(Rahul Deb Saha)