A person wearing a blue shirt and grey jacket

Description automatically generated

Saumyadeep Majumdar

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# Sales and Business Development

Pragmatic, result-oriented individual of 15+ years of experience in Business Development with a proven track record of improving the market position of a company and maximizing opportunities for financial growth. Extensive experience in developing and executing strategic initiatives to drive business growth and profitability. Proficient in market analysis, customer relationship management, and contract negotiations. Skilled in leading cross-functional teams and fostering a collaborative work environment to achieve organizational objectives. Adept at identifying market trends and opportunities, implementing innovative solutions, and optimizing operational efficiency. Demonstrated ability to manage large-scale commercial projects and deliver results in dynamic and competitive markets.

### WORK EXPERIENCE

**TERRE ARMEE INDIA** • **Navi Mumbai, Maharashtra, India**

**04/2023 to Present- Assistant Vice President Sales and Business Development for West Region**

## 04/2021 to 03/2023- Divisional Manager Sales and Business Development for East and West Region

## 08/2019 to 03/2021- Associate Manager Sales and Business Development for West Region

* Responsible for Sales and Business Development in entire West Region.
* Successfully created new customers who regularly gave business to the company.
* Develop & implement sales/marketing strategies for short- and long-term goals.
* Managing Key accounts, attending meeting with decision makers
* Implementing a Pre-Sales strategy to push product specifications to key decision makers.
* Develop new projects with upstream work and liasioning with government departments.
* Incorporated items in SOR/ SSR
* Successfully created new customers who regularly gave business to the company.

**MATIERE** • **Kolkata Area, India**

**01/2015 - 07/2019 National Manager Business Development for India and neighboring countries**

* Business development of modular bridges in India and neighboring countries.
* Established the bridge specifications & Bill of Materials as per Indian code & Steel.
* Created the market in India & Implemented a Pre-Sales strategy to push product specifications to key decision makers.
* Managed Key accounts, attending meetings with decision makers.
* Successfully created new customers who regularly gave business to the company.
* Develop new projects with upstream work and liasioning with government departments.

**CADS International** • **Kolkata Area, India**

**09/2013 - 2/2014 Regional Sales Engineer- East & North Region**

* Developed new market in Eastern and Northern region.
* Established and maintained a successful business relation with Managing Key accounts with support & services.
* Understanding the prospect of the customer and demonstrating the software as per there requirements.
* Execution of sales orders, Monitor and update sales activities in CRM.

**ADAPT Corporation Pvt. Ltd.** • **Kolkata Area, India**

**11/2011 - 08/2013 Account Manager- Technical Sales**

* Successfully generated leads and created marketing networks in India.
* Generated Interest for the product through arranging seminars and workshops.
* Monitor and update sales activities in salesforce.
* Identified and established contacts with calling and mail communications.

**SoftTech Engineers Pvt. Ltd.** • **Kolkata Area, India**

**11/2007 - 10/2011 Technical Support Engineer**

* Successfully generate leads and created marketing networks in East India.
* Successfully arranged and presented demos to the decision makers.
* Successfully created new customers who regularly gave business to the company.
* Understanding the prospect of the customer and demonstrate the software as per there requirements

EDUCATION

# Master of Business Administration (M.B.A.) in Construction Management

### INDIAN SCHOOL OF BUSINESS MANAGEMENT AND ADMINISTRATION • GPA: A+ • 01/2013 - 12/2015

**Bachelor of Technology - BTech in Civil Engineering** Karnataka State Open University • GPA: A • 05/2010 - 06/2013 **Diploma of Education in Civil Engineering**

West Bengal University of Technology, Kolkata • GPA: A+ • 05/2004 - 06/2007 AWARDS & ACHIEVMENTS

# Winner of Best Performance award in 2009-2010 and 2010-2011 by the board of directors

**Incorporated items in SOR and Codes**

All Terre Armee solutions incorporated in Maharashtra Schedule of Rates

### Established the Matiere bridge specifications & Bill of Materials as per Indian code.

### PROJECTS

**Indapur Baramati True Abutment Project** • 04/2021 - 04/2025

7 numbers of True Abutment, 1st time under NHAI. Innovative project.

**Bhima River Submerged MSE Wall Project** • 01/2020 - 04/2022

This is an innovative project under NHAI, where MSE wall is used in submerged conditions for 1st time in India under NHAI.

**45 Bridges for Nepal Government (World Bank Project)** • 10/2017 - 02/2019

Successfully supplied & erected 45 bridges in Nepal in 15 different locations for Nepal Govt. (RDSO), this was a World Bank-funded project for emergency bridges.

### SKILLS

AutoCAD, Microsoft Office, Planning and Leadership, Pre-sales, Pre-sales Technical Support, Product Management, Solution Selling, Team Management, Technical Marketing

### LANGUAGE

English, Hindi, and Bengali