

Soumyajit Nayak

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Profile

Personal Statement A highly efficient and young professional with more than 5 years of proven expertise in sales & project management in oil & gas sector dealing with the supply of the valves and actuators

Objective To secure an opportunity to work with an organization that will allow me to utilize my strong technical competence, organizational skills and knowledge to make a positive contribution.

Key Skills

- Well organized personable professional with strong sense of commitment; regards ethics and integrity as critical components of business philosophy
- Experience in B2B sales of valves and actuators
- Strong skills in project management, analysis, planning and execution
- Well-timed use of logical reasoning abilities and judgment to solve problems efficiently
- Flexible and capable of working under pressure and excel in a team environment emphasizing customer service, performance and accountability
- Ability to communicate effectively in interpersonal and business environments and establish excellent rapport with internal departments and clients
- Basic knowledge of material standards, quality management system, valve & non-destructive testing
- Proficient in Microsoft office (especially in Excel, Word and PowerPoint), Windows and Adobe Acrobat; and experienced in Photoshop and web designing

Employment History

Sales Engineer (April 2014 – Present)
AIV L.P., Dubai, UAE

- Achieved 35% and 50% increase in sales from previous year in first two years
- Identified and followed up on potential inquiries after analysing the market. Handled orders from quote to cash stage
- Played an important role in moving from sales-only office to setting up the warehouse and training sales assistant

Project Engineer (July 2011 – March 2014)
Pentair Valves and Controls (Previously Tyco Valves and Controls), Sharjah, UAE

- Single point of contact for the customer and successfully managed many multi-million dollar oil and gas, process and power projects from leading EPCs for the supply of different types of products like valves, actuators, interlocks etc.
- Developed proper documentation procedure, project managing tools and commercial tasks tracking lists for the project management team
- Prepared, analysed and presented monthly and quarterly revenue forecast and financial reports for the team

Education

Bachelor of Technology in Metallurgical and Materials Engineering 2007-2011
National Institute of Technology, Rourkela 8.41/10