

JOYDEEP PAL

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Contact No.: 09051709043

Seeking assignments in sales, business development with an organization preferably in the field of industrial automation.

PROFILE SUMMARY

- Over 10 years of experience in Industrial automation and drives, field Instrument and electrical systems.
- Demonstrated excellence in planning of sales strategies, business development, project management and operations.
- Expertise in project monitoring & ensuring cost control within budgeted parameters
- Possesses strong interpersonal, problem solving, negotiation and people management skills
- Demonstrated excellence in the use of inventory at lower budgets with proficiency.
- An enterprising leader with proven dexterity in leading & directing personnel towards accomplishment of a common goal

CORE COMPETENCIES

Sales & Marketing	Business Development	Client Development
Material/ Vendor Management	MIS / Reporting	Training & Development
Team Leadership	Coordination / Liaison	Installation & Commissioning

EMPLOYMENT DETAILS

From June'2019 with Yokogawa India Limited, Kolkata.

Assistant Manager, System Sales

Highlights

- Essayed a major role in:
 - Developing and implementing sales strategies/activities to meet annual sales goals.
 - Preparing quarterly and annual sales forecast as well as contact prospective customers and visit them to advertise automation products/solutions
 - Meeting with new customers as well existing customers and maintaining healthy relation with them.
 - Providing support to customers via information on product usage, delivery dates, quality issues and credit issues
 - Understanding of client requirements and provide technical solution to generating Enquires.
 - Negotiation and order finalization.
- Looking after:
 - Offer preparation, bidding.
 - Worked in closed co-ordination with development team and project management.
 - Order Finalization.

Jan'2014-May'2019 with Fox solutions, Kolkata.

Sr. Engineer (Sales & Marketing) of Industrial automation and drives

Highlights

- Essayed a major role in:
 - Developing and implementing sales strategies/activities to meet annual sales goals.
 - Preparing quarterly and annual sales forecast as well as contact prospective customers and visit them to advertise automation products/solutions
 - Meeting with new customers as well existing customers and maintaining healthy relation with them.
 - Providing support to customers via information on product usage, delivery dates, quality issues and credit issues
 - Understanding of client requirements and provide technical solution to generating Enquires.
 - Negotiation and order finalization.
- Looking after:
 - Offer preparation, bidding.
 - Worked in closed co-ordination with development team and project management.
 - Executed recognizable projects in the field of auto car parking, paper industry, steel and metal, textile.
- Contribution in
 - Business Development.
 - Meeting individual sales target as well support to enhance group target.
 - Support to junior engineers in bidding and technical prospects.
 - Effective stock handling.

Jun'2010-Nov'2013 with Tania Agrochemicals Pvt. Ltd., Dalkhola(W.B) (under flagship of Tania Group)
Electrical & Instrument Engineer (Project & Maintenance)

Highlights:

- Essayed a major role in:
 - Preparing deliverables like instrument index / data sheets hook-up diagrams and junction box / cable schedule
 - Studying P&IDs for preparation of P.F.D and interlock testing
 - Formulating hook diagrams of field instruments and overseeing installation of the same
 - Handling maintenance of Siemens DCS System (S7412) and PCS 7
 - Developing schedule for general, periodic & annual operational and maintenance activities and executing the same.
 - Overseeing maintenance and troubleshooting of LT & HT switchgears, Transformer, ac induction motors and IMCC's.
 - Testing of Circuit as per drawing and formulating new circuits as per requirement
 - Administered Junior & Process Engineers for control and operations of plant on SCADA (WIN CC)
- Looking after:
 - Troubleshooting, Calibration of various types of process instruments (Honeywell, Forbes Marshall, Endress Hauser, Yokogawa, Siemens, Emmerson), hydraulic & pneumatic systems (Dembla, Forbes Marshall), weighing-balances (CAS, Tulsii).
 - Troubleshooting of laboratory instruments like PH meter, COD tester, hot air oven, D O meter, electronic timers & display devices
 - Troubleshooting of D.C.S, P.L.C, S.C.A.D.A, Profibus communication, analyzers, A.C drives, and control loops.
- Contributed in:
 - Evaluating electrical bills and taking initiatives for reducing unnecessary units of consumption
 - Supervising the projects at various stages
 - Arranging technical meetings with vendors and subsequent follow ups
 - Carrying out evaluation of techno commercial offers submitted by vendors
 - Formulated progress reports for higher management
 - Making indent for procurement of some material, spare instruments, tools and equipments
 - Played a key role as a team member into formulation and documentation for ISO 9001:2000 certification, now working on I.S.O 22000.

Nov'09-May'10 with Electro Impex Pvt. Ltd., kolkata as BSS Engineer

Projects Undertaken:

Title: Tata GSM Project

Title: Uninor & Idea Project

Highlights:

- Carried out BTS installation – Huawei
- Involved in electrical commissioning, site integration and E1 testing
- Looked after:
 - VSWR checks and alarm termination & clearance
 - Acceptance test and quality checking of electrical works

Nov'08-Oct'09 with Puspa Engineering, kolkata as MIS Executive

Highlights:

- Coordinated for infra projects – Indus & WTTIL
- Led preparation of:
 - BOQ & BOM both electrical and civil required for site installation
 - Site layouts
- Involved in designing layouts of BTS panel, battery bank, SMPS and power unit

TRAININGS UNDERGONE

- Workshop on Vacuum Techniques & Cryogenics from VECC, Kolkata - 3 Days:
- Communication System from Eastern Railways, Howrah - 1 Month
- Vocational Training on N+ from HCL, Kolkata- 1 Month
- Training on LT and HT Switchgear from PCE, Maharashtra (sent from Tania Agro Chemicals Pvt. Ltd.) - 1 Month

MAJOR PROJECT UNDERTAKEN

- Title: Auto Car Parking (Fox Solutions):Multilevel car parking using industry proven automation technology.
- Title: Stock preparation of paper plant (Fox Solutions): A prestigious project of Indian Govt. paper industry, supplied automation system via leading Paper Plant OEM.

- Title: Maize Starch Plant (Tantia Agrochemical Pvt. Ltd.): Automation using PCS 7 with IMCC.
- Title: Study of Production and Measurement of Low Medium and High Vacuum (B.Tech Final Year Project)
- Abstract: Undergone a project under Prof. A.K. Ghosal on vacuum generation and measurement using standard vacuum pumps. V.E.C.C and Jadavpur University labs
- Objective: To understand the need of vacuum technology, its application field and how vacuum can be used in various fields

ACADEMIC DETAILS

- B.Tech. (Electronics and Instrumentation Engineering) from Guru Nanak Institute of Technology (W.B.U.T.), Kolkata, India with 7.75 DGPA: 2008

Other:

- Certification Course on Java and J2EE from NIIT, [Kolkata](#), 2008

IT SKILLS

- Well versed with AutoCAD and MS Office

PERSONAL DETAILS

Date of Birth	18 th October 1986
Address	Subhomoy Apartment, HA/23, Jardabagan, PO Awisininagar, Kolkata - 700059
Language Known	English, Bengali and Hindi
Current CTC	800,000