

Curriculum Vitae

Sanjay Chopra

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Summary

I am a Solution focused Business Manager offering over 35 years of experience and have demonstrated the leadership needed to effectively deliver results and encourage teams to focus on a common goal.

I am recognised as a strategist, forward thinker, overcoming challenges to ensure performance goals and objectives are met.

Currently running a successful retail business and pursuing a career in full-stack programming.

In my current and previous roles I have been involved in

- Strategic Planning
- P & L responsibility
- Team management
- Contracts Negotiations
- Tendering & Bidding
- Channel management
- Operations Management
- Product Management
- Full-stack programming (HTML, CSS, JavaScript, jQuery, Bootstrap, Bulma, Node.js, Express.js, SQL, NoSQL, Sequelize, React, MERN)
- Object-oriented programming (OOP)
- Model-view-controller (MVC) architecture

I am a passionate and committed Business Leader, with extensive experience in leading and motivating teams to meet team and organisation objectives.

I have a strong background in developing and commercialising new products technologies and markets in Australia, India and Middle East.

I have an extensive experience in sales of Water and Waste Water technologies, chemicals and services to Municipal, Mining, Oil & Gas and to a range of diverse industries ranging from manufacturing, automobile, power to Food & Beverage.

Professional experience

2015 - Present: Director, Sai Samarth Investments PTY Ltd, Melbourne, Australia

- ♦ Successfully established and run a retail business since 2015
- ♦ Oversee all aspects of the business, including sales, marketing, operations, finance, and customer service.

- ♦ Manage a team of employees and ensure high levels of productivity and customer satisfaction.
- ♦ Implement strategic plans and initiatives to grow the business and improve profitability.

2023 (Expected) - Graduation: Full-Stack Programming Bootcamp, Monash University, Melbourne, Australia

- ♦ Currently enrolled in a full-stack programming bootcamp to pursue a career in software development.
- ♦
- ♦ Learning various programming languages and frameworks, including HTML, CSS, JavaScript, jQuery, Bootstrap, Bulma, Node.js, Express.js, SQL, NoSQL, Sequelize, React, MERN, OOP, and MVC.

2010-2014 Business Manager- Mining

Orica Watercare

- ♦ P & L Responsibility
- ♦ Sales and Marketing
- ♦ Team Management
- ♦ Strategic Planning
- ♦ Contracts Negotiation
- ♦ Introducing new products, services
- ♦ Identifying new markets and applications
- ♦ Product Management
- ♦ Customer Relationship Management

Achievement

- ♦ Developed Strategic Direction and planning for the business.
- ♦ Cumulative Annual Revenue Growth of 30% achieved
- ♦ Cumulative Annual Profit contribution growth of 40% achieved
- ♦ Successfully introduced range of chemicals to grow it into a highly profitable multimillion dollar business
- ♦ Successfully established Operation & Maintenance business

2007-2010 National Sales Manager

Amiad Australia Pty Ltd.

- ♦ Sales and Marketing of water treatment systems and solutions
- ♦ Managing Sales team.
- ♦ Technical proposals and presentation
- ♦ Cost Estimation
- ♦ Coordinate project execution
- ♦ Coordinate after sales service

- ♦ Customer relationship management
- ♦ Member of the organization Management team.

Achievement

- ♦ Setting strategy direction for the projects business
- ♦ Instrumental in securing major contracts valuing \$1 M+ each
- ♦ Successfully launched standard treatment systems
- ♦ Successfully added service business

2005- 2007

Technical Sales Manager

Osmoflo Pty Ltd.

- ♦ Sales and Marketing of Water treatment systems
- ♦ Managing team of Sales Specialist and Design Engineers.
- ♦ Investigating and designing optimum processes.
- ♦ Tender preparation
- ♦ Cost estimation
- ♦ Coordinate with project team during project execution
- ♦ Liaison with major suppliers
- ♦ Member of core Management team of Osmoflo

2004 to 2005

General Manager (North Operations)

Ion Exchange India Ltd

- ♦ Sales & Marketing Management
- ♦ Team Management and development
- ♦ Strategy development and implementation
- ♦ Tender estimation and preparation
- ♦ Preparation of techno-commercial processes and bids
- ♦ Coordinate and manage Project execution
- ♦ Key Account Management and client relationship management
- ♦ Channel Management

1995 to 2005

Director

Ion Exchange Services (North)

- ♦ P &L responsibility
- ♦ Strategic Direction
- ♦ Provide technical advice/consultative services to customers to optimize the water and waste water processes.
- ♦ Provide after sales and Operation & Maintenance services.

Achievement

- ♦ Instrumental in making and sustaining Northern Region no. 1 in terms of business volume and profitability.
- ♦ Services of Northern region rated best amongst all regional locations and rated best in the Industry by customers.

2000– 2003	Divisional Manager, Ion Exchange (India) Ltd.
1997 – 2000	Sr. Regional Manager, Ion Exchange (India) Ltd.
1995 – 1997	Regional Manager, Ion Exchange (India) Ltd.
1993 –1995 (India) Ltd.	Manager- Engineering, Ion Exchange
1991- 1993 Ltd.	Sr. Technical Executive, Ion Exchange (India)
1989- 1991	Technical Executive, Ion Exchange (India) Ltd.
1987- 1989 Ltd.	Technical officer/Trainee, Ion Exchange (India)

Education

B.Tech (Chemical Engineering)	Indian Institute of Technology (IIT), Delhi	1987
Senior Management Program from IIM Ahemdabad		2004