

ROHAN CHATTERJEE

Business Development | Oil & Gas | B2B | Market Research | LPG | NG

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PROFILE SUMMARY

Results driven mechanical engineer with 6 years of experience in B2B business development and industrial sales in the oil & gas sector. Skilled in LPG & NG solutions, customer relationship management, contract negotiation, and cross-functional coordination. Proven track record in identifying revenue opportunities, executing large scale sales strategies, and driving fuel conversions in diverse territories.

ACADEMIC CREDENTIALS

- Completed **4 years B. Tech in Mechanical Engineering** from NSHM Knowledge Campus, Durgapur under MAKAUT University, West Bengal in **2018** with an aggregate of **7.3 GPA**.
- Completed **10+2 in Science group** from Springdale High School, WB in **2014** with an aggregate of **64.8%**
- Completed **10th** from Springdale High School, WB in **2012** with an aggregate of **80.71%**

SKILLS

- | | |
|--------------------------------|--------------------------|
| • Business Development | • ROI Analysis |
| • Business Planning & Strategy | • Proposal & Bidding |
| • Customer Relationship | • Key Account Management |
| • Contract Management | • CRM-Sales |
| • IRR Analysis | • Negotiation |
| • Market Intelligence | • MS Office |

PROFESSIONAL EXPERIENCE

- **Organization: Adani Total Gas Ltd**
Designation: Deputy Manager- Sales & Business Development
Location: Bilaspur, Chhattisgarh
Duration: July'24- Present

Roles & Responsibilities

- Lead business development efforts across PNG and CNG markets, identifying new B2B opportunities.
- Develop sales strategies and implement marketing plans aligned with corporate goals.
- Drive conversions to natural gas by preparing value propositions tailored to industrial clients.
- Manage regional branding and ensure standardization of CNG station operations.
- Engage cross-functional teams to resolve operational bottlenecks and ensure customer satisfaction.
- Drive sales to achieve customer segment targets, ensuring penetration and profitability in the regions.

➤ **Organization: SHV Energy Pvt Ltd (SUPERGAS)**

Designation: Senior Territory Manager- Industrial Sales

Location: Hyderabad

Duration: August'21- June'24

Roles & Responsibilities

- Managed industrial LPG sales across 5 states (WB, Jharkhand, Odisha, Telangana & Andhra Pradesh)
- Secured new business and retained key industrial clients through strategic engagement.
- Executed IRR analysis to validate project feasibility for client-specific solutions.
- Supported fuel transition from liquid fuels to LPG for industrial clients.
- Coordinated with sourcing, and technical teams for seamless delivery and execution.
- Coordinated with Legal Team on finalization of agreement on LPG supply and services.
- Preparation of MIS and managing DSO.
- Conducting safety training, audits and ensuring safety compliance at user location.

➤ **Onsite Experience- SHV Energy Pvt Ltd (PETROMAX LPG, Dhaka, Bangladesh)**

Duration: Oct'22- Jan'23

Roles & Responsibilities

- Conducted industrial LPG market surveys and demand forecasts across the country for industrial segment.
- Evaluated client readiness for fuel transition.
- Suggesting suitable business model for sustainable business in the country.
- Presentation of the survey report to the Global team at SHV.

➤ **Organization: Advance Cooling Towers Pvt Ltd**

Designation: Sales Engineer

Location: Bangalore

Duration: July'19- July'21

Roles & Responsibilities

- Engaged clients and consultants in technical discussions for cooling tower solutions.
- Generating leads via Cold Calls and through partners.
- Perform Software based & Psychrometric Chart based Cooling Tower Model Selection (CTI & Non- CTI).
- Perform onsite inspection of Cooling Towers for better efficiency.
- Conducted site inspections, managed project coordination, and oversaw pre/post-installation support.

PERSONAL DETAILS

- **Date of Birth:** 03.01.1996
- **Nationality:** Indian
- **Marital Status-** Married
- **Permanent Address:** Chanduria, Simurali, Dist.- Nadia, WB- 741248
- **Current Address:** Rama Green City, Bilaspur, CG- 495006