**RESUME**

**SUKUMAR KALITA**

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To give best contribution to organization with my experience, acquired skills and education for continued development and innovation for individual and organizational growth.

**Snapshot**

* A result-oriented professional **with 14 years+** of experience as Business Development in the field of HVAC ,MEP Projects.
* Good exposer in Product & Project sales.
* A keen learner with ability to work under pressure and meet deadlines. Possesses Good Leadership, strong communication and interpersonal skills.

**My Strengths:**

* Ensure client satisfaction.
* Strong in developing new market,client
* Solutions provider
* Perfectly knowing the need & requirements .
* Good Learner,listener,observer
* Experience in work Independently & team
* **Nov’2018-April’2021**
* **Employer :** Godrej & Boyce Co.Mfg.Ltd
* **Designation :** Associate chief Manager -Business Development projects
* **Location :Bangalore & Kolkata (South,East & North East India)**
* **Overview of the organization work:**
* **“Godrej MEP** is a part of “**Godrej Electrical & Electronics division” -**Our division take care MEP works for both internal and external clients.We mainly do project execution of HVAC,Electrical,Firefighting,Plumbing for different commercial,industrial,BFSI,Data Center ,Health Care ,High Rise segment .
* **Role and Responsibilities**

Business development of MEP Projects in South, East & North East region .

* Monitor the market and check potential for MEP requirement,Lead & Tender generation,Techno-commercial negotiation,order booking,understanding the project requirement ,estimation evaluation.
* Regular meeting with Engineeering consultant,Architect,PMC,General Contractor,builders, end client.
* Develop Key account and maintain repport
* Ensure correct selection of clients in the priority segment as per strategy plan for MEP services
* Creat market opportunity for MEP
* To achieve order booking target
* To achive set billing target
* Compitator benchmarking
* Engaging Godrej Integrated offering in the market

**Employment Profile**

**1st September 2017 to Nov’18**

**Employeer :Anukool India pvt ltd**

**Designation: Regional Head -Business Development (South India)**

**Location: Bangalore**

* **Overview of the organization work:**
* **“Anukool”** is a contracting company for HVAC projects for different commercial and industrial clients.Main core business is **turn key HVAC projects,Fit out,Base building,plant room,Retrofit** .Supply & installation of **Chillers,VRF,AHU**,**PAC**,**COOLINGTOWER**,**BMS**,ventilation units,ducting,chilled water & condensing pipping work,Automatic tube cleaner for condenser etc.
* **Role and Responsibilities**
* Business development of HVAC projects in Bangalore region .
* Monitor the market and check potential for HVAC requirement,Tender generation,Techno-commercial negotiation,order booking,understanding the projects,estimation measurement,Advance payment collection.
* Regular meeting with Engineeering consultant,Architect,PMC,General Contractor,builders, end client.
* Key account handling
* **1st April’2016-August 2017**
* **Employer :** Utility Projects & Services Pvt Ltd
* **Client :** HVAC Sector of Bangalore region
* **Designation :** Manager-Business Development
* **Location :**Bangalore
* **Overview of the organization work:**
* **“Utility Projects”** is the Turn key contracting company for HVAC as well as other services like Heat recovery system,Water treatment,AMC and facility management for different commercial and industrial clients.Main core business is **turn key HVAC projects,Fit out,Base building,Retrofit** .Supply & installation of **Chillers,VRF,AHU**,**PAC**,**COOLING TOWER**,**BMS**,ventilation units,ducting,chilled water & condensing pipping work,Automatic tube cleaner for condenser etc.
* **Role and Responsibilities**
* Business development of HVAC projects in Bangalore region .
* Monitor the market and check potential for HVAC requirement,Tender generation,Techno-commercial negotiation,order booking,understanding the projects,estimation measurement,Advance payment collection.
* Regular meeting with Engineeering consultant,Architect,PMC,General Contractor,builders, end client.
* Key account handling.
* **Employment Profile**
* **JANUARY’2014-31st March 2016**
* **Employer :** Wind Chill Cooling Solutions Pvt Ltd,Bangalore
* **Client :** HVAC Sector of India.
* **Designation :** Sales Head(South India)
* **Location :**Bangalore

* **Overview of the organization work:**
* **“WIND CHILL” is subsidery company of Greencon Engineering pvt ltd ,Indore** doing manufacturing supply,installation of different aircooling products like Electronically control evaporative cooling unit, Air Handling unit,Laminar Air Flow unit,Airwasher,Indirect evaporative unit,Two stage evaporative unit and other products in the entire HVAC sector in Industries and commercial segments such as production area,ware house hospital,office building,residence etc. UndertakING turnkey ventilation involving in Design & detailed engineering, manufacturing custome made products and systems, erection, testing and commissioning of such projects.
* **Role and Responsibilities**
* Business development of Aircooling and Ventilation products sales in south India Territory.
* Responsibility taken care complete project execution. Material,Labour and monitory management during the project.
* Regular meeting with Engineeering consultant,Architect,PMC,Contractors, end client.
* **JULY’2011-DECEMBER’2013**
* **Employer :** Root Cooling System Pvt. Ltd,Bangalore
* **Client :** HVAC Sector of India.
* **Designation :** Regional manager-Project

* **Overview of the organization work:**
* **RCS is** the **Indian based group of company** of three vertical (Root Cooling System Pvt. Ltd, Colt International ltd (UK). It manufactures and marketing the evaporative cooling unit, AHU, Natural ventilation, Car park ventilation fans, smoke and fire ventilation and other products in the entire HVAC sector in Industries and commercial segments. RCS also undertakes “Turnkey-Projects” involving in Design & detailed engineering, manufacturing products and systems, erection, testing and commissioning of such projects. Our clients are from various commercial and industrial sectors.

**Our most business in Automobile Industries and Auto Ancillary units in India.**

* **Role and Responsibilities**
* Enquiry generation for different project from south India Territory.
* Meeting and technical presentation for the consultant, architect, builders, client for product approval.
* Application engineer support on basis of Heat load calculation for building, ventilation design for fresh air and exhaust air, complete Car park ventilation design system & evaluate the engineering drawing.
* Estimation of project cost.
* Techno-Commercial negotiation meeting with customer, client, PMC.
* Order finalization and payment collection.

**MAY’09-JUNE’2011 Kruger ventilation Industries (I) Pvt Ltd, Mumbai**

**Employer :** Kruger ventilation industries Pvt Ltd, Thane, Maharashtra.

**Client :** HVAC Sector of India.

**Designation :** Application Engineer (Dept. sales)

**Overview of the organization work:**

**Kruger** is the **Singapore based M.N.C**, It manufactures and marketing the industrial **Fan/Blower, motor** and other products in the entire HVAC sector in India and Abroad. Our clients are from various commercial construction and industrial sectors.

**Role and Responsibilities**

As a Sales/Application Engineer I am responsible for handling the different Ventilation projects in India and abroad. I have to verifying and validating the client enquiry, briefly go through BOQ, technical specification and application to find out clients need and requirement, trouble shoot both the technical and commercial problems, submit the brief quotation of the project, visit to the client destination for technical discussion and price negotiation, order booking, order follow up, payment collection, PSR submission, new business development etc. so I have to maintain the level of accuracy and understanding of both client and customer demand.

Also, I am handling the entire Car park basement ventilation project so I need to prepare the rough CFD in Auto–Cad drawing by considering all technical evaluation and analysis of car parking area.

Beside sales I am responsible to attend project site and supervise during the time of fan failure, installation, commissioning,

**Education :**

* **B.E. (Mechanical Engineering)** from AIT, Chikamagalur, Karnataka. (2007)
* **HSC (PCM)** from J.B. College, Jorhat, Assam (2002)
* **SSC** from Govt. Boys H.S & M.P School, Johrat, Assam (1999)

**IT Skills**

* AutoCAD
* MS Office (Excel, word,power point)
* SAP SD
* CNC

**#Heighlight of Pharma Projects-**

**Biocon**

**Cipla**

**Dr Reddy Lab**

**Kewaunee**

**Raylife**

**Aurobindo pharma**

**Sun Pharma**

**Piramal**

**Glenmark pharma**

**Personal Details**

**Nationality:** Indian

**Gender**  Male

**Marital status:** Married

**Date of Birth:** 28th June, 1983

**Languages Known:** English, Hindi, Assamese, Bengali.

**Present & Permanent Address:** House no1, Bye lane No.5, swaraj nagar, Dispur, Guwahati 781006, Assam

**Declaration**

I hereby declare that the information furnished above are authentic and correct to the best of my knowledge.

Date:

07/02/2024 Yours Truly,

Sukumar Kalita