

Objective

Aim to achieve professional excellence in my career. I seek an environment that is stimulating and professional for personal growth. I look forward to an organization that respects personal integrity and values team work.

Professional Profile

- A self-motivated and result oriented engineering graduate having 17+ years of exposure in Core-Management Activities, Techno Commercial Marketing, Business Development, Pre Sales, Tendering/Bid Management and Project Management.
- Presently serving in Apna Technologies & Solutions Private Limited as General Manager - Customer Interface Team and have significantly contributed towards Business Development for AI/ML/IT/SaaS/Cloud/IoT products used in monitoring solutions, with complete involvement with Board of Directors for tendering, strategy planning, costings etc. In the broadest sense I am responsible for planning, organizing, and directing the completion of projects for the organization while ensuring these projects are commissioned within time, within budget and within scope. Report on market evaluation, business relationship development, entry plans, strategies, competition mapping, market intelligence, bid strategy, product planning, manufacturing, supply chain management, project management, corporate finance.

▪ Apna Technologies and Solutions Private Limited.

ApnaTech is a Patil Group Company and are specialized in designing, developing, manufacturing, and maintaining Integrated Diagnostic Products that improve safety and efficiency of assets for the Shipping Yards, Forest Department, Airlines Industries, Railways etc.

General Manager – Customer Interface Team (June 2021- Till date)

Working as General Manager-CIT and assisting the organization for all Business Development Activities in Indian Railways, Metro Railways, Shipping Yards, Forest Department, Airlines Industries in India and across the globe. Also assisting the ongoing projects and other post-contract activities that the company is involved in.

Key responsibility area:

- Building, Maintaining and Retaining healthy business relationship with Clients to generate more business from existing Clients.
- IT sales in Railways, Shipping Industry, Forest Department, Airlines Industries etc
- Strategic Marketing for indigenously developed Cloud Computing with IoT and Big Data.
- Marketing of products with AI / ML.
- Agree with project sponsors and business owners the strategic goals, objectives, benefits and appropriate delivery approaches for these projects.
- Lead or support the development of the business case.
- Educating and creating awareness in new Potential Customers
- Handling Customer queries for their Satisfaction
- Analysing Competitor Activities for future opportunities.
- Using broad project management experience to select the right approaches and governance for project phases, educating stakeholders as necessary and building skilled teams to deliver.
- Responsible for the creation and progress against appropriately detailed plans e.g. Project Management Plans, ensuring achievability, stakeholder buy-in and support for the business.

- Assisting in bidding for tenders the company is eligible, in multiple bidding platforms (IREPS, CPPP, GEM...etc.). Auditing and preparing the bidding package ready to be uploaded for tenders.

▪ **Phooltas Transrail Limited.**

Phooltas is a global leader in manufacturing track maintenance vehicle and providing track maintenance services to Railways, round the globe.

General Manager – Business Development (April 2016- June 2021)

Worked as the Executive cum Corporate Assistant to the Managing Director and assisting him for all projects and activities that the company was involved in.

Key responsibility area:

- Agree with project sponsors and business owners the strategic goals, objectives, benefits and appropriate delivery approaches for these projects.
- Lead or support the development of the business case.
- Using broad project management experience to select the right approaches and governance for project phases, educating stakeholders as necessary and building skilled teams to deliver.
- Responsible for the creation and progress against appropriately detailed plans e.g. Project Management Plans, ensuring achievability, stakeholder buy-in and support for the business.
- Coordinate with professional functions to provide holistic approach that includes all factors pertinent to the project success e.g. legal, commercial, financial, health & safety, operations
- Ensure that previous experience and relevant lessons are applied by the project team.
- Assign project managers and delivery teams with appropriate skills and experience, to the project portfolio, line manage them and be accountable for the outcomes of the projects.
- Ensure robust management of supply chain through procurement, negotiation & commercial agreement, implementation and in smooth transition to business operations.
- Plan for project reviews and ensure that the lessons from them, are implemented.
- New Track Construction: To maintain the teams for fully mechanized track linking with the self-designed and manufactured machine, in the East and West DFCC tracks including manual linking of Yards.
- Follow ups with Design, Manufacturing and Supply of different types of RRV, UTV, CMV, RBMV and DETC's for Railways, round the globe.
- Maintain proper after sales and service support to the customers for all supplied vehicles.
- Maintain spare-parts bank, for ensuring quick delivery to the spare orders.
- Business planning and costing for the tenders the company to bid
- Assisting in bidding for all the tender the company in eligible in multiple bidding platforms (IREPS, CPPP, GEM..Etc.)
- Managing the administration/work culture for the branch corporate office.

▪ **VSV Technologies Private Limited.**

VSV founded by us as an outsourcing company to Sperry Rail Service while giving nondestructive testing solutions for Railways

Director – Relationship Management & Projects (September 2012-April 2016)

As a director, I was responsible for total execution of all the projects those were awarded to the company.

Key responsibility area:

- Manage all projects including team plans and depute teams to the required locations for inspection of tracks.
- To audit the teams working on tracks and to ensure we maintain the quality and quantity of the testing, as this was involved in the safety of passengers travelling by train.
- To ensure maintenance of machines is being done properly.

- To keep record of Daily Testing progress and to give the customer a well-managed portal where they could find all the details of track being tested with location & details of flaws
- Giving training to new operators with internal examinations.
- Giving seminars, lectures, exhibitions and demonstrations to Railway Authorities about the development of ultrasonic testing around the globe and our involvement in the same.
- Assisting the accounts department to maintain the amount of bills being generated from the sites and proportionate expenses being made.
- Involvement with the Board of Directors for business development activities and planning.

▪ **Khyati Nilum Associates Private Limited.**

A sister concern of Sperry Rail Service, UK which was in the service of Railways around the globe since more than 80 years with their patent technology of RSU, had taken over the manpower of Phooltas.

Project Manager (September'2008 - August'2012)

Worked as Project Manager with Khyati Nilum Associates Private Limited and was responsible for total execution of the project.

I was trained in Derbyshire, UK, by the world's first B-Scan analysis team, for the route management and data/flaw analysis of round-by-round report analysis against the testing being done.

Key responsibility area:

- To supervise daily testing of Railway Tracks by using RSU (Roller Search Unit) based on Ultrasound.
- Testing of welds on railway tracks using the same principle
- Maintaining the reports of daily inspected tracks and welds
- Flaw failure analysis
- Giving training to new operators.
- Maintaining record of flaws on the portal of the customer
- Planning of teams pan India to ensure customer happiness

• **Phooltas Harsco Rail Solutions Limited.**

Phooltas is in service of Indian Railways for three decades and laying tracks, maintaining tracks with testing of rails using ultrasonic testing.

Project Engineer (June'2005 - September'2008)

Worked as Ultrasonic Inspection Engineer with Phooltas Harsco Rail Solutions Ltd. and were India's first USFD Outsourcing company, responsible for total execution of a project in an allocated railway division for ultrasonic testing of rails.

Key responsibility area:

- To conduct daily testing of Railway Tracks by using Sperry's RSU (Roller Search Unit) based on Ultrasound. Inspect, locate, measure and analyze the flaw within the rail.
- Testing of welds on railway tracks using the same principle
- Maintenance of machines.
- Making Daily Report based on testing.

Skill Set

- Pre Sales, Techno Commercial Marketing / Business Development.
- Corporate Presentations
- B2B and B2C Sale Strategies
- Bid Management and Tendering on all relevant platforms.
- Business management: Costing, Bidding, Micro planning, execution and follow-ups.
- Project Management
- Core Management Activities
- Executive cum Corporate assistant to board of directors.

- Hard working, Self-motivated, Result oriented, Good Interpersonal skills, and effective and efficient team player.
- Flexible to work overtime / weekends as required.

Basic Education

- MBA in Sales and Marketing from Symbiosis International University, 2020
- B.Tech. Electronics and Instrumentation from Biju Patnaik University of technology, 2005.
- ISC from Saint Lawrence School, Talcher, 2001.
- ICSE from Saint Lawrence School, Talcher, 1999.

Other Educational Certificates

- Lean Six Sigma Black Belt (*Pursuing*)
- Microsoft Certified System Engineer. (MCP ID :3560259)
- Trained for project management in DMA, Italy.
- Research Design System Organization certified Quality Assurance Person.
- Certified course on Railways System Engineering
- Certified course on Microsoft office tools
- Certified for NDT/UT Level-II in Satyakiran School of NDT.
- Certified Management Development Program on Managerial Skills, Project Management, Time Management and Stress relieving by Bertil Eklund (ESNT/UT Level III).
- Training in Route Management, defect management analysis and IT Analyst in Derbyshire, UK at Sperry Rail Service Head Quarters
- Defect Management Analysis, an excel program created by me is still in use in Sperry Rail Service, UK.
- Certified in GIMIT, New Delhi for Cisco Certified Network Administrator.
- Certified in Computer Hardware from SYSOFT, Bhubaneswar.

Personal Details

- Date of Birth : 01-06-1984
- Marital Status : Married
- Languages Known : English, Hindi, Oriya, Bengali
- Present Address : Bhubaneswar, Odisha

Samarendra Parida