



GAURAB SENGUPTA

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Focused Business Development Manager with exceptional planning and implementation capabilities. Highly trained in computer with in-depth understanding of users, requirements gathering, and market trends. Adept at cultivating, managing, and leveraging client relationships.
Target Location: Kolkata/Overseas

PROFILE SUMMARY

- A competent professional with **nearly 12 years** of experience in Project Coordination, Business Development and **currently associated with Merit Fire & Power Piping System Pvt. Ltd.**
- Proficient in finalizing of requirements, anchoring on-site erection activities, preparation of monthly schedules and daily & monthly progress reports, coordinating among clients, supervising all fabrication and erection activities and purchasing materials as per site requirements
- Experienced in project planning & management, site administration & coordination, material & manpower planning, project scheduling and resource utilization
- Skilled at operating in a wide range of platforms, excellent written and oral communication skills; capable of explaining complex issues in easy-to-understand terms

CORE COMPETENCIES

~Project Management

~Cross-functional Coordination

~Negotiation Skills

~Flexibility and adaptability

~Ability to build a brand

~Manpower Management

ORGANIZATIONAL EXPERIENCE

Since Dec'21 with Merit Fire & Power Piping System Pvt. Ltd., Kolkata as DGM-Business Development.

Apr'20 – Nov'21 with Fluid Pumps & Equipment India Pvt. Limited , Kolkata as DGM-Business Development.

Apr'13 – March'20 with Sterling & Wilson Pvt. Ltd., Kolkata as Cluster Manager

Nov'11-Apr'13 with Agnice Fire Protection Ltd., Kolkata as Project Coordinator

Feb'11-Nov'11 with Rawat Insulation Services & Fire Solutions Pvt. Ltd., Kolkata as Project Engineer

Role:

- Following up with material management & logistics team regarding timely delivery of materials
- Interpreting specifications, blueprints, job orders, company policy and procedures for workers
- Identifying and working to remove barriers for successful completion of the overall project, with particular emphasis on resolving issues with subcontractors
- Creating and tracking purchase orders submissions and complete project close-out manuals
- Finalizing requirements and specifications in consultation with collaborators/subcontractors as well as project scheduling including material & manpower planning
- Anchoring on-site erection activities to ensure completion of project within time and cost parameters and effective resource utilization to maximize the output
- Preparing:
 - Monthly schedule
 - Daily & monthly progress reports
- Checking of supply & erection billing
- Coordinating among clients regarding progress of the project
- Monitoring Firefighting System (Hydrant, Spray, MVWS, HVWS, Inergen)
- Supervising all fabrication and erection activities including providing technical inputs for methodologies erection & coordination with site management
- Purchasing materials as per site requirements by collecting quotation and negotiation with the suppliers
- Collaborated with business development, marketing, and product departments on the creation of competitive concept proposals.
- Built and maintained relationships with key contacts at potential clients, consulting companies and partners in order to get access to new opportunities.
- Developed and oversaw marketing functions to identify key marketing strategies for successful new customer acquisition and sales growth.

Highlights:

- Successfully supervised and contributed in the completion of project within time & cost parameters
- Streamlined the reporting process by putting in place measures for easy tracking and report maintenance, this was highly appreciated by the senior management
- Acknowledged for outstanding performance in the preparation of monthly schedule and progress reports

TRAININGS ATTENDED

Client : Eastern Railway, Kanchrapara Workshop
Duration : 30 days
Highlights : POH of Motor Coach of E.M.U. (Mechanical & Electrical Division)

Client : Central Tool Room Technology (MSME)
Duration : 30 days
Highlights : Got an overview of the Workshop, Lathe Machine, Milling Machine & CNC Machine

ACADEMIC DETAILS

- PGDM in Operations from Jadavpur University, All India Management Association in 2017
- B.Tech. in Mechanical Engineering from Seacom Engineering College, Dhulogorh(Howrah) in 2010
- XII from Swami Pranabananda Vidyapith, WBCHSE in 2005
- X from Nava Nalanda, WBBSE in 2003

IT SKILLS

- MS Office & Windows
- Microsoft Projects (MSP), ERP & SAP

EXTRACURRICULAR ACTIVITY

- Participated in Intra-College Football Match

PERSONAL DETAILS

Date of Birth : 29th January 1987
Languages Known : English, Hindi and Bengali
Blood Group : B-Positive
Address : 10/1, Astha Apartment, Narayan Roy Road- 700008, Kolkata