

SAIKAT DAS ADHIKARI

Resi.: 125/2 Gopal Mishra Road, Behala, Kolkata - 700034, West Bengal, INDIA
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PERSONAL DETAILS:

- Nationality/ Citizenship – Indian
- Sex – Male, Religion - Hindu
- Date of Birth – 6th September, 1974
- Father's Name – Dr. Achintya Kr. Das Adhikari
- Family Members – Father, Mother, Wife, Daughter, Son
- Languages Known – Bengali, Hindi, English; also understand Oriya & Assamese

ACADEMIC QUALIFICATION:

- **PGDF&S – Post Graduate Diploma in Fire & Safety** in 2019, under the Annamalai University, Tamilnadu (in technical collaboration with NIFS - National Institute of Fire & Safety, Visakhapatnam, Andhra Pradesh)
- **PGDBM - Post Graduate Diploma in Business Management** in 1999, from Management & Technological Institute (India), Kolkata, West Bengal
- **B. Com (H) – Bachelor of Commerce (Hons.)** in 1995, from Heramba Chandra College, under the University of Calcutta, Kolkata, West Bengal
- **Certificate in International Trade** from FIEO & WTC, Kolkata, West Bengal
- **Computer Skill:** MS Office - MS Word, MS Excel, Power Point, Internet etc.

PROFESSIONAL EXPERTISE IN SALES/ MARKETING:

Central & State Govt. Department Sales, Govt. & Private Sector Industrial End users Sales, B to B Sales, Corporate Sales & Marketing, Dealers-Distributors and Liaison Agents network development and handling, Sales Presentation & Product Demonstration, Users Training Program, Sales Promotion through Exhibition and Trade Fairs etc.

TERRITORY WORKED/ HANDELED:

West Bengal, Jharkhand, Odisha, Bihar, Chhattisgarh, Assam, Meghalaya, Tripura, Sikkim, Manipur, Andhra Pradesh, and part of UP-MP etc.

KEY SKILLS:

- Business revenue generation and Achievement of sales targets in terms of Sales & Payment Collections
- Conduct Sales Presentation, Product demonstration and users Training program to customers
- Market coverage by visiting Industrial End-user customers & Dealers
- Managing and supporting Sales & Service Team to achieve yearly Sales Targets
- Appoint, develop & manage Distributors/ Dealers/ Agents network
- Generate Enquiries, Participate in Govt. Tenders, follow up and manage to get Orders
- Handling and preparation of Tender Quotations, Business Correspondences etc.

SALIENT FEATURES:

- A QUALIFIED & EXPERIENCED SALES PROFESSIONAL IN THE FIELD OF FIRE & SAFETY PRODUCTS BUSINESS
- NEARLY 17 YEARS OF SALES EXPERIENCE IN SAFETY, FIRE, RESCUE & DISASTER MANGEMENT INDUSTRY
- PARTICIPATED IN OSH EXHIBITIONS, FIRE INDIA SHOWS ETC. TRADE FAIRS
- TOTAL 25 YEARS OF SALES & MARKETING EXPERIENCE IN DOMESTIC & INTERNATIONAL MARKET
- HAVING GOOD PRODUCT PRESENTATION, DEMONSTRATION AND TRAINING SKILL
- GOOD EXPERIENCE IN GOVT. DEPARTMENTS, PUBLIC & PRIVATE SECTOR INDUSTRIAL CUSTOMERS DEALING
- ABILITY TO GO & STAY ON LONG DURATION UPCOUNTRY TOURS EVERY MONTH

EMPLOYMENT HISTORY (TOTAL 25 YEARS):

- **MTANDT LIMITED**, Chennai, Tamilnadu
 - Manufacturers & Sole Distributors of Civil & Mechanical Infrastructure & Work Safety Equipment
 - **Product Range:** Heavy duty HDPE Mats for Temporary Access Roads, Geo Cell, Geo Grid, Vehicle Mounted Lifting Equipment & Insulated Aerial Work Platform etc.
 - **Work Duration:** December, 2021 – Till date (Posting – Work from Home, Kolkata)
 - **Job Profile:** 'Zonal Sales In-charge' for East & North-Eastern India
 - ❖ **PRESENT SALARY:** CTC Rs. 6.85 Lakhs + Sales Incentives (Variable)
 - ❖ **NOTICE PERIOD:** 15 Days' notice to be given

- **JYOTECH ENGINEERING CO. (P) LTD.**, Noida, Uttar Pradesh
 - Sole Distributors/ Indian Agents of Industrial Fire & Safety, Rescue & Disaster Management Equipment
 - **Product Range:** Breathing Air Compressors, SCBA Sets, Hydraulic Rescue Tools, Air Lifting Bags, Rescue SCUBA Diving Sets, Smoke Ejectors cum Blowers, Personal Protective Equipment for Fire Fighting operations etc.
 - **Work Duration:** April, 2016 – November, 2021 (Posting – Branch Office, Kolkata)
 - **Job Profile:** 'Zonal Sales In-charge' for East & North-Eastern India

- **SOLAROY ENGINEERS (P) LTD.**, (A JLD Group of Company), Mumbai, Maharashtra
 - Sole Distributors & Indian Agents of Industrial Security, Rescue and Search Equipment for Disaster Management
 - **Product Range:** Hydraulic Rescue Tools, Air Lifting Bags, Bullet Proof Jackets & Helmets, Night Vision Camera, Electronic Bomb Detectors, Baggage Scanners etc.
 - **Work Duration:** March, 2010 – March, 2016 (Posting – Kolkata Branch)
 - **Job Profile:** 'Zonal Sales In-charge' for East & North Eastern India

- **VENUS SAFETY & HEALTH (P) LTD.**, (Formerly Vishvesvara Enterprises), Navi Mumbai, Maharashtra
 - Manufacturers of Industrial work Health Safety Products for Personal Protection
 - **Product Range:** Disposable Respirators (Masks), Reusable Chemical & Gas Masks, Powered Air Purification Respirators, Safety Helmets, Safety Eye Wears, Ear Plugs & Ear Muffs etc.
 - **Work Duration:** January, 2005 – February, 2010 (Posting – Work from Home, Kolkata)
 - **Job Profile:** 'Zonal Sales In-charge' for East & North Eastern India

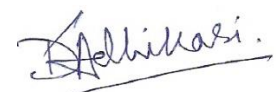
- **ELECTRO SERVICE (INDIA)**, Kolkata, West Bengal
 - Manufacturers of Industrial Electrical distribution equipment
 - **Product Range:** HV Industrial Battery Chargers, AC-DC Distribution Boards, Air Cooled Transformers etc.
 - **Work Duration:** November, 2000 – December, 2004 (Posting – Head Office, Kolkata)
 - **Job Profile:** 'Marketing Executive' for Eastern India

- **BHARAT BARRELS & DRUM MFG. CO. LTD.**, Kolkata, West Bengal
 - Manufacturers of Industrial Metal Containers
 - **Product range:** Steel Drums & Barrels for Lubricants and Chemicals
 - **Work Duration:** February, 1996 – May, 1999 (Posting – Kolkata HO)
 - **Job Profile:** 'Sales and Service Executive' for Southern West Bengal

I do hereby declare that all the statements given above are true to the best of my knowledge & belief.

Place: Kolkata, West Bengal

Date:



(SAIKAT DAS ADHIKARI)

SEGMENT-WISE CUSTOMERS DEALING EXPOSURE:
SAIKAT DAS ADHIKARI

END USERS WORKED WITH FIRE & SAFETY, RESCUE & DISASTER MANAGEMENT PRODUCTS:

INDUSTRY SEGMENTS	MAJOR CUSTOMERS DEALT IN LAST 25 YEARS
STATE FIRE SERVICES:	Odisha Fire (Cuttack), Assam Fire (Guwahati), West Bengal Fire (Kolkata), Jharkhand Fire (Ranchi), Bihar Fire (Patna), Meghalaya Fire (Shillong), Manipur Fire (Imphal) etc.
STATE DISASTER MANAGEMENT DEPARTMENTS:	Odisha State Disaster Management Authority (OSDMA – Bhubaneswar)), Sikkim State Disaster Management Authority (SSDMA – Gangtok)), West Bengal Civil Defence (various District Disaster Management Offices).
RAILWAY DIVISIONS & WORKSHOPS:	South Eastern Railway (Chakradharpur Div., Adra Div.), Eastern Railway (Malda Div.), East Coast Railway (Waltair Div., Khurda Div., Sambalpur Div.), East Central Railway (Dhanbad Div., Samastipur Div., Danapur Div.), North Frontier Railway (Tinsukia Div., Rangia Div. Katihar Div. Lumding Div.), Chittaranjan Locomotive Works (CLW- Chittaranjan), Diesel Locomotive Works (DLW- Varanasi), Carriage Repair Works (CRW – Mancheswar) etc.
COAL MINES:	Northern Coalfields Ltd. (Singrauli HQ and various Projects), Mahanadi Coalfields Ltd. (Various Areas in Odisha), Bharat Coking Coal Ltd. (Dhanbad HQ & Mines Rescue Station), Eastern Coalfields Ltd. (Asansol HQ & Mines Rescue Station), DGMS Approval work etc.
STEEL & ALLOY STEEL PLANTS:	Rourkela Steel Plant, Durgapur Steel Plant, Bokaro Steel Plant, TATA Steel -Jamshedpur, Usha Martin Ltd.- Jamshedpur, ISP – Burnpur, Ispat Alloys – Balasore, Alloy Steel Plant - Durgapur, Jindal – Jajpur etc.
DEFENCE ORGANISATIONS:	Indian Coast Guard RHQ (Kolkata) & DHQs (Haldia & Paradip), Air Force Stations (Bagdogra, Panagarh, Hasimara), Eastern Command HQ (Kolkata), DRDO – ITR Chandipur, DRDO – HWP Talcher, DRDO Badmal, Ordnance Factories (Metal & Steel Factory, Gun & Shell Factory at Kolkata), GRSE – Kolkata etc.
PORTS & DOCS:	Kolkata Port Trust, Haldia Dock Complex, Paradip Port Trust, Adani Dhamara Port etc.
ALUMINIUM PLANTS:	Hindalco Industries Ltd. (Renukut & Hirakud), NALCO – Angul & Koraput), Vedanta Ltd. (Jharsuguda & Lanjigarh), Utkal Alumina – Tikiri, BALCO Vedanta – Korba
THERMAL POWER PLANTS:	NTPC Ltd. (Talcher, Talcher-Kaniha, Farakka, Kahalgaon, Uchahar, Barh, Bongaigaon, Vindhyachal, Singrauli, Rihand, Sipat, Kanti Bijli Utpadan etc.), DVC Ltd. (Mejia, Raghunathpur, Durgapur, Andal, Maithon, Panchet, Bokaro, Chandrapura etc.), WBPDC (Kolaghat, Santhaldih, Bakreswar, Sagardighi etc.), OPGC Ltd. – IB Thermal, NSPCL (Rourkela), Tata Power Ltd. – Jamshedpur), NALCO-CPP - Angul, Hindalco Industries Ltd.(Hirakud Power & Renuagar Power), Lanko Amarkantak - Korba, CSEB Ltd.– Hansdeo Thermal (Korba) etc.
OIL, GAS & PETROCHEMICALS:	IOCL Refineries (Haldia, Barauni, Guwahati, Bongaigaon, Digboi), ONGC Ltd. (Sivsagar, Jorhat, Agartala, Nazira, Kolkata, Rajahmundry), Numaligarh Refineries Ltd., Oil India Ltd. (Duliajan, Kakinada), Haldia Petrochemicals Ltd., Brahmaputra Crackers & Polymers Ltd., etc.
PAPER MILLS	JK Paper Mill - Rayagada, Emami Paper Mill - Balasore, Ballarpur Paper Mill - Jaypore, Hindustan Paper Mills – Nagaon, etc.
CEMENT & REFRACTORIES PLANTS	Century Cement -Raipur, Lafarge Cement (Jamshedpur & Arasmeta), Ambuja Cement (Sankrail & Farakka), Ultratech Cement (Jharsuguda, Haldia & Durgapur), ACC Cements (Sindri, Chaibasa & Bargarh), OCL - Rajgangpur, Tata Refractories - Belpahar
CHEMICAL & FERTILIZERS PLANTS:	MCC PTA – Haldia, IFFCO – Paradip, Paradip Phosphets Ltd., Tata Chemicals - Haldia, Brahmaputra Valley Fertilizers - Namrup, Hindustan Lever – Haldia etc.
CIVIL, MECHANICAL & ELECTRICAL PROJECTS:	Gammon - Kolkata, Simplex Infrastructure - Kolkata, L&T – Kolkata & Chennai, Shapoorji Palonji- Kolkata, Subhash Projects - Kolkata, etc.

SAFETY PRODUCTS DEALERS WORKED:

STATES	DEALERS LOCATION
WEST BENGAL	Kolkata, Durgapur, Asansol, Haldia, Siliguri
ODISHA	Cuttack, Bhubaneswar, Balasore, Berhampur, Rourkela, Jharsuguda
JHARKHAND	Jamshedpur, Ranchi, Bokaro, Dhanbad
ASSAM, TRIPURA, MEGHALAYA	Guwahati, Tinsukia, Shillong, Agartala
CHHATTISGARH	Bilaspur, Raipur, Raigarh, Korba