

## Contact

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## Top Skills

Sales Forecasting  
Market Development  
Team Leadership  
Direct Sales

## Languages

English (Full Professional)  
Bengali (Native or Bilingual)  
Hindi (Professional Working)

## Certifications

Pymetrics approach  
Good&Co Soft Skills CV

## Honors-Awards

Achieved multiple high revenue contracts

Acknowledged for maintaining great relations with steel manufacturer and consultant/ EPC vendor in eastern region like SAIL, TISCO, MECON, CET. (Forbes Marshall, Yokogawa, and GE).

Recognized for closely working with several EPC vendors like Alstom, Sriram EPC, McNally Bharat, Shapoorji Pallonji, Tata Project, Hari Machine, Jaysawal Nicco, IL Kolkata, MECON, NICCO, Welman etc

Received Product Approval in MECON for their all-upcoming projects

Generated new business portfolio in North eastern state like Assam (oil), Meghalaya (cement plant), Tripura (hydal power)

# Sandip Dhar

Sales & Marketing || Industrial Sales Manager || Multi Domain Expert  
|| Regional Sales Manager || Technical Sales

Kolkata

## Summary

A target-oriented Business Development professional with experience of 16+ years in Technical/Industrial Sales, Business Development.

I have solid exposure in multi-domain industries including Power, Oil and Gas, Chemical, Metal and Food and Beverage. I have leveraged experience in increasing sales revenues, exceeding targeted sales goals, developing profitable & productive business relationships and building an extensive client base; distinction of accomplishing multi fold revenue increase. I also have demonstrated a proven track record to manage an existing business & implement division directives & plans and achieve/exceed annual sales target.

I showcase core competencies to develop market reach by increasing penetration of existing applications & by launching new products in both existing and new markets.

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## Experience

### J C Enterprises

Business Development Manager - Industrial

September 2014 - Present (6 years 9 months)

Kolkata, West Bengal, India

- Coordinate with key participating divisions to launch new programs and perform market survey to evaluate sales and demand forecast.
- Submit sales forecasts, estimates & reports as per division directives and create an industry database.
- Ensure effective enhancement in the net realization of the company by conducting competitor analysis entailing pricing strategy, production plan and costing.
- Participate in and coordinate events such as Exhibition, Industry seminars etc.
- Develop and appoint new business partners to expand product reach in the market.

- Ensure wide distribution of products through effective market penetration and brand promotional activities.
- Manage customer-centric operations to ensure customer satisfaction by achieving delivery timelines and service quality.
- Provide direction, motivation & training to the sales team for ensuring optimum performance and enhance their professional and soft skills.

## **GE Oil & Gas**

### **Sales Manager**

July 2012 - September 2014 (2 years 3 months)

Kolkata, West Bengal, India

- Assess clients' needs, recommend or assist in the selection of appropriate goods or services, and negotiate prices or other sales terms.
- Build strategic alliances with channel partners through effective relationship management.
- Carry out competitive analysis and ensure appropriate product positioning within the market and facilitating finalization of business contracts through techno-commercial presentations.
- Monitor the performance of sales channel/distributor network on a regular basis to improve sales performance.
- Maintain timely MIS & database reflecting the trends & developments of the company regarding sales & business development for budgetary & strategic review to enhance the business of the company.

## **Yokogawa India Ltd.**

### **Assistant Manager Product Sales**

April 2007 - June 2012 (5 years 3 months)

Kolkata, West Bengal, India

- Identify and solicit potential clients
- Assess clients' needs, recommend or assist in the selection of appropriate goods or services, and negotiate prices or other sales terms
- Explore business opportunities in untapped markets and close deals through new corporate accounts.
- Manage key accounts with a focused approach & nurture relation with them for productive business relations.
- Actively participate in Tendering process/ e-tendering processes floated by PSUs, Govt. Subsidiaries., corporate entities.

## **Forbes Marshall**

Product Sales Executive

April 2004 - March 2007 (3 years)

Kolkata, West Bengal, India

- Maintain and grow sales relationships with existing clients
- Explore business opportunities in untapped markets and close deals through new corporate accounts.
- Drive strategic marketing initiatives to promote products/project solutions in the field of Instrumentation / Electronic products / automation.

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### **Equipment's Handled**

- Field Process Instruments to measure Flow, Level, Pressure and Temperature
- Analytical Instruments - Gas, Liquid and Moisture Analyzer.
- Panel Mounted Instruments including Single/Multi-Loop Controller, Recorder, Isolator, Distributor etc
- VFD, Servo, PLC, HMI, Scada
- Electrical Calibrators along with HART & FF
- Level Measurement - RADAR, Ultrasonic Technology.
- Experience in Wireless Communication, RF technologies

### **Skill**

- Direct Sales/End User Sales
- Business Research/Market Trends
- Market Development
- Key Account Management
- Revenue Expansion
- Negotiation skill
- Strategy Planning & Execution
- Target Focused

### **Education**

Bhilai Institute of Technology

Bachelor of Engineering - BE, Electronics Telecommunication · (2001 - 2004)

Acharya Prafualla Ch Ray Polytechnique

Instrumentation, Diploma in Instrumentation Technology · (1998 - 2001)

New Alipur Multipurpose School

School, 10th & 12th · (1986 - 1998)