

KAUSHIK SAHA

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 North New Layout Area, Sonari,
 Jamshedpur -831011, Jharkhand.
 INDIA.

CAREER OBJECTIVE

To work in the most challenging position that requires leadership, aggressive problem-solving skills and creative planning in an organization that provides ample opportunities to learn and to contribute to enhance business opportunity for the organization.

AREA OF INTEREST

Seeking a position to utilize my skills and abilities in the Technical Industry that offers professional growth while being resourceful, innovative and flexible.

WORK EXPERIENCE

Presently working in **M/s Tsugami Precision Engineering India Private Limited**, as an **Area Manager – Sales (East Region)** from April, 2017 to till date.

PREVIOUS EMPLOYER

Previously worked in **M/s Francis Klein & Co. Pvt. Ltd.**, in Kolkata, India as a **Asst. Manager – Sales**, from, June, 2015 to March, 2017.

Previously worked in **M/s Proteck Machinery Pvt. Ltd., (MTD) [formerly M/s Proteck Circuits & Systems Pvt. Ltd.,]** as a Senior Engineer – Sales from January, 2014 to May, 2015. Joined M/s Proteck, as an **Engineer – Sales & Service** in September, 2009 and Promoted to **Sr. Engineer – Sales** and handled the Kolkata Branch Office independently with Service Team.

Previously worked in **M/s Cloos India Welding Technology Pvt. Ltd.**, in New Delhi, India as an **Engineer – Sales & Commissioning**, from, September, 2008 to August, 2009.

M/s TSUGAMI PRECISION ENGINEERING INDIA PRIVATE LIMITED.,

Tsugami Precision Engineering India, is a subsidiary of Tsugami Corporation, Japan, India has been manufacturing superiorly engineered CNC machines for business since 2013. Tsugami Precision Engineering India is one of the leading CNC machine tool manufacturers, specializing in the adaptation of cutting-edge technologies for component machining processes.

JOB PROFILE | Current & Previous

- Responsible for covering entire Eastern Market including Kolkata and Jamshedpur.
- Making the Brand Image of **TSUGAMI PRECISION** in Eastern Region.
- Established the Tsugami Market in Kolkata and Eastern Part of India single handedly.
- **Dealer / Channel Partner Handling** in the Region (Kolkata as well Jamshedpur and other surrounding areas).
- Managerial position in the Sales & Marketing wherein education, experience and skills are effectively utilized to increase the Sales Volume and profitability of the Organization.
- Acquiring New Customers and Generating Leads for Eastern Region which covers Jamshedpur, Kharagpur, Asansol, Durgapur, Jabalpur, Orissa, Guwahati, Chittaranjan, Bhubaneswar, Raipur, Bhilai, Bilaspur etc.
- To identify Customer needs and offer appropriate Solution.
- To ensure timely after Sales Support and Technical advice.
- Visiting all Government, Semi Govt. Institutions and Ordnance Factories in these areas and working on their requirements from Pre-Tender Stage.
- Building relationships and establishing rapport with existing Customers.
- Generating new enquiries by visiting new customers / coming up customers in these areas.
- Progressing the enquiries to further Technical discussions and further to commercial discussions and conclude the orders.
- Independent, Effective and efficient communication with Principals and Customers for Technical and Commercial issues.
- Arranging Foreign Principals' visit to Customers.
- Making Strategy for promoting right products to Customers' requirement.
- Giving Products' Presentation to Customers wherever & whenever it is required.

ACHIEVEMENTS | Professional

- Established Tsugami Machine in one of the Pioneer Customer in Eastern India, Tekno Valves sold appx 12 Nos Machines (all are Imported from Japan)
- Sold more than 100 Machines in Eastern Region from Joining and handled Customers alone, with support from Factory and HO.
- Visiting along with Foreign Principals to prospective Customers for Technical & Commercial discussions.
- Interaction with Foreign Principals with email and Telephone (when necessary) for Technical / Commercial clarification.
- Done the Pre-Tender Specifications for M/s Bumotec Make Multitasking Machining Centre for Ordnance Factories in Kolkata for the FY 2011-12, FY 2013-14, FY 2014-15 etc.
- Done the Pre-Tender Specifications for M/s Proteck Make Laser Cutting Machines for Ordnance Factories in Kolkata for the FY 2014-15.

- Participated in various Tender Enquiries and worked from Pre-Tender Enquiry stage for the Tender Specifications.
- Sold M/s Proteck Make CNC Twin Spindle Chucker 08 Nos. to Gun & Shell Factory Cossipore.
- Sold M/s Proteck Make CNC Turning Centre (Slant Bed) 1.5Mtr Machine 01 No. to Smithy Group in Hoogly, West Bengal.
- Sold M/s Reishauer AG Make CNC Gear Grinding Machine 01 No. RZ 362A to ICIL, Kolkata for Aurangabad Plant.
- Sold M/s Kanzaki Koyukoki Mfg Co Ltd., Make Gear Shaving Machine 03 Nos. to JMT Auto Ltd., in Jamshedpur.
- Sold M/s Reishauer AG Make CNC Gear Grinding Machine 01 No. RZ 260 to JMT Auto Ltd., in Jamshedpur.
- Sold M/s Senjo-Seiki Make NC Controlled Gear Chamfering & Deburring Machine 03 Nos. PLC 201 to JMT Auto Ltd., in Jamshedpur.
- Successfully executed the COFMOW Order for in the year 2010-11 for 01 No. M/s Proteck Make CNC Turn-Mill Centre, 2Mtr Machine, in Chittaranjan Locomotive Works (CLW), Chittaranjan.
- Successfully executed the COFMOW Order for in the year 2012-13 for 02 Nos. M/s Proteck Make CNC Axle Journal Turning Lathe, 3Mtr Machine, in Tata Nagar Railway Workshop (Tata Nagar) and Carriage & Wagon Workshop (Liluah).

ACHIEVEMENTS | Academic

- Participated in National Council of Education, Bengal in the Drawing Competition and received an 'A+' certificate.
- Got Best student award in National Council of Education, Bengal in the Year 1994-95.
- Got Best Player Award in the Intra School Cricket Championship in the year 2000-01.

EXPERTISE SUMMARY | Key Skills

- To be an asset to the organization I serve.
- Expertise in Administration.
- A quick learner with 'Can do' attitude.
- Well-developed and effective communication skills.
- Thrive in deadline-driven Environments.
- Excellent Team-Building Skills.

QUALIFICATIONS | Professional

Degree and Date	Institute	Major and Specialization	Marks
Post Graduate Diploma in Business Management, (Weekend Class) December-2022	Indian Institute of Social Welfare & Business Management, (IISWBM),	Marketing Management	Pursuing

Degree and Date	Institute	Major and Specialization	Marks
Master of Business Administration, (Part Time) December-2022	Icfai Business School, Tripura University	Operations & International Business	Pursuing

QUALIFICATIONS | Professional

Degree and Date	Institute	Major and Specialization	Marks
Bachelor of Technology, June-2008	Narula Institute Of Technology, W.B.U.T	Electrical Engineering	DGPA-7.76

QUALIFICATIONS | Academic

Degree and Date	Institute	Major and Specialization	Marks
Higher Secondary, July-2004	D.N.Memorial High School, W.B.C.H.S.E	Pure Science with Biology	53.80%
Madhyamik, June-2002	R.R.Institution, W.B.B.S.E	Additional Mechanics	68.50%

TRAINING

Received an 'A' certificate in Industrial Training from Steel Authority Of India Limited, Durgapur Steel Plant (DSP), Durgapur.

Training	Institute	Subject	Duration
Industrial Training	Steel Authority Of India Limited, Durgapur Steel Plant (DSP), Durgapur	Basic Oxygen Furnace, Continuous Casting Plant, Merchant Mill, Wheel & Axel Plant, Blooming & Billet Mill, Machine Repairing Shop, Electrical Repairing Shop.	Three(3) Weeks From:26.12.2006 to 12.01.2007

PROJECT

Project Title	Electro Magnetic Coil Gun.
Description	The electromagnetic coil gun is a type of magnetic accelerator gun (MAG) or magnetic accelerator cannon (MAC) .It uses one or more electromagnetic coils to accelerate a magnetic shell to very high velocities.
Role	Team Leader
Solution Environment	Projectile.
Place	Final Year Project of Bachelor of Technology. (2007-2008)

PERSONAL PROFILE

Name	Kaushik Saha.
Father's Name	Kashi Nath Saha.
Mother's Name	Pranati Saha.
Marital Status	Married.
Sex	Male.
Nationality	Indian.
Languages known	Bengali, English, Hindi.
Hobbies	Cooking, Listening Music, Playing and watching Cricket.
Date of Birth	09-04-1986
Blood Group	O Rh '+'
Passport Details	Passport No. Z2612751;
Permanent Address	19, Tarapith, Ramkrishnapally, PO Haltu, PS Kasba, Kolkata. Pin Code-700078.
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SUMMARY

Experienced and well Networked Sales and Marketing & Technical Professional Engineer in Machine Tool Industry with Proven Strengths in Customer Service, Sales and Commercial Negotiations along with Tendering, Order Executions Payment Collections with more than 15years of Experience.

Skilled in leading Sales Team to penetrate new market Area with Latest Product to achieve Sales Goal. Also Training and supervising Sales & Service Staff while planning and implementing Sales Strategies over Multi-State Regions.

Demonstrated skills in Marketing, and Promoting Products. Successful in Developing Strategies to attract new Customers and maintain their loyalty. Computer Skills Include: Microsoft Word (Word, Excel, Access, and Power Point).

I hereby declare that the above-mentioned information is correct up to my knowledge and I bear the responsibility for the correctness of the above-mentioned particulars.

Place: Kolkata.

(Kaushik Saha)