

SAIKAT DAS ADHIKARI

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

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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.

TERITORY WORKED/ HANDELED:

West Bengal, Jharkhand, Odisha, Bihar, Chhattisgarh, Assam, Meghalaya, Arunachal Pradesh, Tripura, Sikkim, Manipur, Andhra Pradesh, Telengana, Karnataka, Tamilnadu, Maharashtra, Gujarat and part of UP-MP etc.

KEY SKILLS:

- Business generation and Achievement of sales targets in terms of Sales & Payment Collections
- Sales Presentation and Product demonstration to customers
- Market coverage by visiting Industrial customers in all over India
- Managing, leading Sales Team to achieve their Quarterly, Half yearly and yearly Sales Targets
- Provide Training, motivating Sales Team thru indoor or outdoor meetings to maximize sales revenue
- Conduct Seminars, Users Training, Demonstration programs for sales promotional activity
- Participated in OSH Exhibitions, FIRE INDIA, INTERSEC - Dubai, A+A - Dusseldorf etc. Trade Fairs
- Appoint, develop & manage Distributors/ Dealers/ Agents network all over India
- Handling and preparation of Tender Quotations, Business Correspondences etc.
- Generate Enquiries, Participate in Govt. Tenders, follow up and manage to get Orders
- Co-ordination with Production, Accounts, Dispatch & Logistics Dept.

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, from Annamalai University - Tamilnadu, in technical collaboration with 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.

EMPLOYMENT HISTORY (TOTAL 25 YEARS+):

- **TRITORC EQUIPMENTS (P) LTD.,** Thane, Maharashtra
 - Manufacturers of Hydraulic & Pneumatically operated Equipment, Tools and In-situ Machining solutions
 - **Product Range:** Hydraulic and Pneumatic Torque Wrenches, Bolt Tensioners; In-situ Pipe Cutting & Beveling Machines, Flange Facers, Tube Tools, Hot Tapping Machines, Service Contractors.
 - **Work Duration:** August, 2025 – Till date (Posting – Virtual Office, Kolkata)
 - **Job Profile:** ‘Regional Sales Manager’ for East & Northeast India
 - ❖ **PRESENT SALARY:** CTC Rs. 14 Lakhs + Sales Incentives (Variable)
 - ❖ **NOTICE PERIOD:** 15 Days’ notice to be given

- **MTANDT GROUP/ ERNISCO WORAERIALIFTS (P) LTD.,** Chennai, Tamilnadu
 - Manufacturers & Distributors of Work at Height Machines, Safety Equipment and Infra products
 - **Product Range:** Truck & Trailer mounted hydraulic Man Lifters/ Boom Lift, Aluminum Scaffolding for safe work at height, Heavy duty Composite & HDPE Mats for temporary Access Roads & Ground Protection, Geo Synthetic products (Geo Grid, Geo Textiles, Geo Composites, Geo Cell etc.) for Road and Railway construction etc.
 - **Work Duration:** December, 2021 – July, 2025 (Posting – Virtual Office, Kolkata)
 - **Job Profile:** ‘Sr. Manager – Sales’ for East & Northeast India

- **JYOTECH ENGINEERING CO. (P) LTD.,** Noida, Uttar Pradesh
 - Sole Distributors/ Indian Agents of Industrial Fire & Safety, Rescue & Disaster Management Equipment
 - **Product Range:** High Pressure Breathing Air Compressors, Hydraulic Rescue Tools & Power Packs, Pneumatic Rescue Air Lifting Bags & Leak Sealing Kits, Portable Smoke Ejectors cum Blowers, Rescue SCUBA Diving Sets, Fire protective suits and other PPEs for Fire Fighting operations
 - **Work Duration:** April, 2016 – November, 2021 (Posting – Branch Office, Kolkata)
 - **Job Profile:** ‘Area Sales Manager’ for East & Northeast India

- **PROSAFE INTERNATIONAL (P) LTD.,** Gurgaon, Haryana
 - Manufacturers of Industrial work Safety products for Personal Protection
 - **Product Range:** Industrial Safety Shoes, Protective Work Wears, Protective Hand Gloves for Mechanical Hazards, Protective Eye Wears, Safety Helmets etc.
 - **Work Duration:** July, 2012 – March, 2016 (Posting – Virtual Office, Kolkata)
 - **Job Profile:** ‘Regional Sales Manager’ for East & Northeast, South & West India

- **MIDAS SAFETY (P) LTD., (Earlier Frontier Safety Products Pvt. Ltd.),** Howrah, West Bengal
 - Manufacturers and Sole Distributors of Industrial work Safety products for Personal Protection
 - **Product Range:** Industrial work Hand Gloves, Protective Work Wears, Safety Shoes, Disposable Respirators (Masks), Safety Eye Wears, Ear Plugs & Ear Muffs etc.
 - **Work Duration:** December, 2007 – June, 2012 (Posting – Head Office, Howrah)
 - **Job Profile:** ‘Asst. Manager – Sales’ for East & Northeast, South India

- **VENUS SAFETY & HEALTH (P) LTD.,** (Formerly M/s 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 – November, 2007 (Posting – Virtual Office, Kolkata)
- **Job Profile:** 'Asst. Manager - Sales' for East & Northeast India

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

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

Place: Kolkata, West Bengal

Date: 07.11.2025



(SAIKAT DAS ADHIKARI)

INDUSTRY SEGMENT-WISE CUSTOMERS DEALING EXPOSURE:
SAIKAT DAS ADHIKARI

END USERS WORKED WITH INDUSTRIAL PRODUCTS SALES:

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), Arunachal Fire (Itanagar) 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). District Magistrate offices in West Bengal.
RAILWAY DIVISIONS & WORKSHOPS:	South Eastern Railway (Chakradharpur Div., Adra Div., Kharagpur Div., Ranchi Div.), Eastern Railway (Malda Div., Howrah Div., Sealdah Div.), East Coast Railway (Waltair Div., Khurda Div., Sambalpur Div.), East Central Railway (Dhanbad Div., Samastipur Div., Danapur Div., Sonapur Div.), North Frontier Railway (Tinsukia Div., Rangia Div. Katihar Div. Lumding Div.) etc. 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), Tata Steel – Jamadoba Mines, DGMS Approval work etc.
STEEL & ALLOY STEEL PLANTS:	Rourkela Steel Plant, Durgapur Steel Plant, Bokaro Steel Plant, ISP Steel Plant – Burnpur, Bhilai Steel Plant, TATA Steel –Jamshedpur & Kalinga Nagar, ISP – Burnpur, Ispat Alloys Ltd. – Balasore, Alloy Steel Plant – Durgapur, Jindal Steel –Jajpur & Angul, Electro Steel Castings Ltd., Jay Balaji Steel – Durgapur 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, Kakinada Seaports Ltd., Visakhapatnam Port Authority etc.
ALUMINIUM PLANTS:	Hindalco Industries Ltd. (Renukut, Hirakud, Muri & Belur), NALCO – Angul & Koraput), Vedanta Ltd. (Jharsuguda & Lanjigarh), Utkal Alumina – Jharsuguda & Tikiri, BALCO Vedanta – Korba
THERMAL POWER PLANTS:	NTPC Ltd. (Talcher, Talcher-Kaniha, Farakka, Kahalgaon, Uchahar, Barh, Bongaigaon, Vindhyachal, Singrauli, Rihand, Sipat, Lara, Nabinaga, 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 &Renusagar Power), Lanko Amarkantak – Korba, CSEB Ltd.– Hansdeo Thermal (Korba), Haldia Energy Ltd. Etc.
OIL, GAS & PETROCHEMICALS:	IOCL Refineries (Haldia, Barauni, Guwahati, Bongaigaon, Digboi), ONGC Ltd. (Sivsagar, Jorhat, Aagartala, Nazira, Kolkata, Rajahmundry), Numaligarh Refineries Ltd., Oil India Ltd. (Duliajan, Kakinada), Haldia Petrochemicals Ltd., Brahmaputra Crackers & Polymers Ltd., Indian Oil Petronas – Haldia 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, Lafarge Cement Plant etc.
CHEMICAL & FERTILIZERS PLANTS:	MCPI India – Haldia, IFFCO – Paradip, Paradip Phosphates Ltd., Tata Chemicals – Haldia, Brahmaputra Valley Fertilizers – Namrup, Assam Petrochemicals – Namrup, Hindustan Lever – Haldia, Himadri Specialty Chemicals – Singur etc.
CIVIL, MECHANICAL & ELECTRICAL PROJECTS:	Gammon India – Kolkata, Simplex Infrastructure – Kolkata, L&T ECC – Kolkata, Shapoorji Palonji- Kolkata, Subhash Projects – Kolkata, Bridge & Roof – Kolkata, etc.

DEALERS WORKED WITH INDUSTRIAL PRODUCTS SALES:

STATES	DEALERS LOCATION
WEST BENGAL	Kolkata, Durgapur, Asansol, Haldia, Siliguri
ODISHA	Cuttack, Bhubaneswar, Balasore, Berhampur, Rourkela, Jharsuguda
JHARKHAND, BIHAR	Jamshedpur, Ranchi, Bokaro, Dhanbad, Patna
ASSAM, TRIPURA, MEGHALAYA	Guwahati, Tinsukia, Shillong, Agartala
CHHATTISGARH	Bilaspur, Raipur, Raigarh, Korba
ANDHRA PRADESH, TELENGALA	Visakhapatnam, Vijayawada, Hyderabad
TAMILNADU, KARNATAKA	Chennai, Hosur, Madurai, Bengaluru, Maisuru
MAHARASHTRA, GUJARAT	Mumbai, Pune, Nagpur, Ahmedabad, Rajkot, Vapi, Surat