

# ARGHYA MANDAL

## Permanent Address:

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## Objective:

To have a meaningful and rewarding career with a growth oriented Organization of repute with optimum utilization of my skills , abilities , knowledge , and Experience in the fields of Maritime – Government Business Segment And Techno Commercial / Project Management..... It's all about Healthy Growth & Satisfaction .....

## SYNOPSIS

- ✓ More than 23 years of rich and extensive experience in Business Development , Project Management , Vendor Development , Logistics & Supply Chain Management, encompassing Strategic Planning, Commercial aspects and Overall Business Administration.
- ✓ Currently associated with **SHM Group** ([www.shmgroup.com](http://www.shmgroup.com)) as **General Manager - Products** at **Mumbai Location** , India. **SHM** is the biggest manufacturer of FRP Boats in India and also engaged Manufacturing of Life Saving & Fire Fighting equipment of Marine Standard , Statutory Safety Service Provider for Marine & Offshore Industry ( duly approved by The Director General of Shipping, Govt of India and Major Classification Societies.), Ship Repairing , Ancillary to Defence Ship Building , Support Service Provider to Remote Projects. Handling Pan India Commercial operations of Paints Division – Transocean Marine Coatings.
- ✓ A keen planner and strategist with demonstrated competence in steering a wide gamut of functions entailing Business Development, Brand Building , vendor development and Techno-Commercial negotiation especially with OEMs / Principals And Government Ship Builders , Ship Owners / Managers, Ports & Harbour Authorities and various Govt. Bodies & Business Houses of Industrial Sectors & O&G Sectors.
- ✓ Keen understanding of rules and regulations connected with Tender Bidding including Government E Marketplace ( GEM ) , Commercial activities, imports ,Taxation & Statutory obligations , Banking and General Administration .
- ✓ A Team Player with strong knowledge of Dealer Chain Management
- ✓ Excellent communicator with strong relationship building, interpersonal, and organizational skills.

## Employment Graph with Noteworthy Milestones

### a. **SHM SHIPCARE ( SHM Group ) :**

Mumbai Corporate Office : BPT Plot No 51B, Darukhana, Mazagaon, Mumbai 400 010, India

#### Company Profile :

- Biggest Manufacturer of FRP Hull Boats ( ISV, Patrolling Boats, Ambulance Boats , Rigid Inflatable Boats-RIB, Survey Boats )
- Manufacturer of Inflatable Crafts Like Gemini & Rescue Boats
- Manufacturer & Distributor of Life Saving Appliances Like Life Rafts, Life Buoy, Life Jacket , Immersion Suits etc.
- Manufacturer & Distributor of Fire Fighting Equipments Like Fire Extinguishers, Gun Metal Products, Fire Suits Etc.
- Distributor of # Marine Coatings # Cleaning Chemicals # Pyrotechnics # Safety Nets & Transfer Baskets
- Service Provider for LSA & FFA Inspection –Service – Re certification as per IMO Regulations
- Ship Repairer : Onboard Service Provider & Dry Dock Repairs

Working As : **General Manager ( Products )**

**Current - Since : Sept 2015**

### **Job Responsibilities :**

- ✓ Business Generation via Conventional & Non Conventional Business routes assessing market prospects.
- ✓ Manage Team of Sales – Marketing & Business Development to achieve Sales – Service Target
- ✓ Manage Sales & Marketing Team directly to ensure continuous flow of Business
- ✓ Oversee Technical aspects Boat Building – Ship Repairing – Projects
- ✓ Liaison with DG Shipping , Classification Societies, Government and Licensing Agencies.
- ✓ Liaison with Overseas Manufacturers and New Agency creation
- ✓ Organize Sales & Process Training

### **Recent Project Completed :**

During Past Years I could generate enormous Business opportunities for the organization from Government sector and at present holding a number of projects from various Central & State Government departments . Completed a number of Projects during past Years Including production & Supply of a sizable number of Inflatable Boats , Refurbishment of Life Boats during Re Hooking tenure as per IMO regulation , Dry Dock Repairs of Ships & Pontoons , Repair of Fast Interceptor Boat under MHA funding , undertaken a Number of Comprehensive AMC Programme under various government and Ultimately meeting the Business Generation Target of my division . Recent Orders bagged from NDRF for 135 Inflatable Boats with Out Board Engines worth INR 6.50 Crore and from Assam IWTDS for Safety Equipments worth INR.3.50 Crore.

### **b. West Bengal Trading Corporation ( A SHM Group Company ):**

Regd Office : 9, Clive Row, (1st Floor ), Kolkata – 700 001, India

Company Profile :Established in the year 1958 and presently engaged with Maritime & Offshore Services as well as Commercial activities in Industrial sectors like Steel, Oil & Gas, Offshore Projects and Port Development Projects at Eastern & North Eastern Region of India.

Working As : **Head – Marketing & Business Development**

**From: Sept 2010 To: Aug 2015**

### **Job Responsibilities :**

- ✓ To formulate and execute the Marketing strategy for the Organization.
- ✓ To take up Government & Non government Tenders – Techno-Commercial negotiations , Contract Management and commercial aspects of the overall business of Coatings Business i.e. Distribution & Project Management of AkzoNobel Coatings ( International Paints ).
- ✓ To Develop Branches covering the Indian Coast Line as well as Eastern India strongly and develop business relationship with the Shipping, Offshore, Oil & Gas and Industrial sectors ( National & International )
- ✓ To handle the Foreign OEMs for Safety & statutory Equipments , build relationship with them for getting Agencies / Distributorship, and finalize commercial Terms for the same.
- ✓ To handle Import and Logistics part for getting those equipments ready at our stock for sale.
- ✓ To ensure the documentation and day to activities to comply with the ISO procedures.
- ✓ To coordinate with the Top Management for Policy decision making , Financial planning and Budgeting
- ✓ To handle Media publishing , advertisement , Electronic Media.

### **Project Completed :**

- ✓ Dry Dock Repair of 23 nos. Port Vessels , 18 nos. Commercial Cargo Vessels ,and 4 nos. Govt. vessels
- ✓ Completed Refit of 4 nos. of Pontoon of Indian Coast Guard
- ✓ Completed Catering project for Royal Air Force UK in India during their Training

### **c. Season Ship Management & Maritime Services [ Unit of SEACOM Group of Companies ]**

HO: 6E, Ballygunge Station Road, Kolkata – 700019, India

### **Company Profile :**

A 24 years Old Group of Companies engaged in the field of Maritime Services & Crew Management, Statutory Surveys of Vessels , The Group is well known to the Marine Industry for their Marine college which have been producing a number of Marine personnel for the last 20 years. They are also well known for their professionally managed Engineering College, Management College, Health Care Centre , Tourism Division and Energy Research Institute.

Worked As : **General Manager - (Operations)**

**From: April 2008 To: August 2010**

### **Job Responsibilities :**

- ✓ To run the business profitably and efficiently as a Profit Centre Head
- ✓ To formulate the General Business Policy , Marketing & Finance policies and execute the same.
- ✓ To Develop Branches all over India to cover the Indian Coast Line strongly and develop business relationship with

the Ship Owning and ship management companies ( Indian and Foreign both ).

- ✓ To coordinate with the Top Management for decision making , Financial planning and Budgeting , and Legal and contractual matters of the company.
- ✓ To ensure the documentation and day to activities to comply with the ISO procedures. And to conduct Internal Audit process for Head office and at Zonal Level.
- ✓ To monitor Financial and commercial impacts of transactions involved with getting and maintaining agencies with foreign OEMs.
- ✓ To motivate the Sales Team and train them properly to ensure meeting the Sales Target .
- ✓ To liaison with the Government departments from time to time for Licensing / Approvals and other Legal aspects.
- ✓ To Manage the Marine College Training & Placement Cell.

**Project Completed :**

- ✓ Supply & Installation of GMDSS equipments for 4 nos. Port Vessels
- ✓ Supply & Installation of GMDSS equipments for 2 nos. Passenger Vessels
- ✓ Supply & Installation of LSA/FFA Items for 2 nos. Passenger vessels and 4 nos. Port Vessels
- ✓

d. **A. S. MOLOOBHOY & SONS,** 49/5/2D Karl Marx Sarani, Kolkata – 700 023  
( H.O. – Anchor House, 1st Quay Street, Mazagaon, Mumbai – 400 010

Company Profile : A 100 years old Shipping Firm engaged in the fields of Ship Management , Ship Supplies and Repairing as well as Maritime & Offshore Project Management

**Worked As :                      Branch Manager                      From December 2004 To March.2008**

**Job Responsibilities :**

- ✓ Marketing the Products and achieve the Sales Target by motivating the team.
- ✓ Periodical Sales Planning and Inventory planning.
- ✓ Periodical Reporting and MIS
- ✓ Supervising the Surface Preparation & Painting Jobs at site / Yard
- ✓ Monitoring the Logistics and Supply chain management.
- ✓ General Administration of the Branch , Training & Induction process for new employees.
- ✓ Supervising statutory obligations , Certifications , liaison with Govt. departments for smooth functioning of the Branch

**Achievements:**

- Meeting Monthly Sales target constantly from April 2007 to March 2008.
- Taking Over a Pvt. Ltd. Company engaged in manufacturing of Fire Extinguishers and I was appointed as Director of the said company.

**Project Completed :**

- ✓ Supply & Installation of 10 Nos. of Marine Radar for Indian Navy Project
- ✓ Supply & Installation of GMDSS equipments for 4 Passenger Vessels
- ✓ Supply & Installation of LSA/FFA Items for 4 Passenger vessels and 3 Port Vessels
- ✓ Supply & Installation of 72 Life Rafts onboard Indian Navy Vessels

e. **ST. THOMAS' SCHOOL,** 4, D.H.ROAD, KIDDERPORE, KOLKATA – 700 023

Worked in this 200 years old professionally managed ISC level school (having Hostel facilities and Technical Training Centre) with 5500 student capacity and 330 staff Strength as **Sr. Marketing Coordinator** with Addl. Responsibility – and **Trustee, St. Thomas' School Provident Fund**

**Period: September-2001 - December 2004**

**Job Responsibilities:**

- ✓ To formulate the Marketing Strategy to ensure maximization of business i.e. Student Enrolment
- ✓ To handle Print media , advertisement planning and execution.
- ✓ To coordinate with the Top Management for decision making , Financial planning and Budgeting etc.
- ✓ Periodical Reporting and MIS

✓ Organize P.F. Trustee meetings periodically and coordinate with the EPFO, Govt. of India.

f. **NILJA SHIPPING Pvt.Ltd** , 23A, Royd. Street,1<sup>st</sup> Floor, Room No. 101B, Kolkata – 700 016

(A Professionally managed company dealing with ship management and containers line movement , having owned as well as hired containers for Intl. operations – both **LCL & FLC** and having Branches all over India)

Worked as **Sr. Executive – Operations**

**Period: September-1996 to August 2001**

**Job Responsibilities:**

- ✓ **Operations** : Responsible for timely container movement , delivery and clearing along with Port & Customs related jobs incl. preparation & processing Customs papers, Port Clearance etc.
- ✓ **Finance & Admin** : Customer as well as Vendors Accounts management. Timely processing of vendor's Invoices as well as sundry debtors monitoring and timely collection of debtors & credit control. Coordination with Other Branch offices . Various MIS job related to periodical sales. Dealing with statutory tax authorities , banking Transactions.

[3] **EDUCATIONAL QUALIFICATION:** Passed **B.Com ( Hons. )** from University of Calcutta.  
MBA ( Exe )

[4] **PROFESSIONAL QUALIFICATION:** - Certificate in Computer Application( CCA) from L.C.C.  
- Competent Person for Servicing of Life Rafts – Issued by The Directorate General of Shipping , Govt. of India

[5] **PERSONAL DETAILS :**

- Date of Birth: 16<sup>th</sup> July 1973
- Nationality : Indian.
- Language Known : English, Bengali, Hindi, Oriya.
- Hobbies: Reading and Exploring into Geographical locations
- Passport No. P9008181
- Current C T C INR – 19.20 Lakhs
- Expected C T C Negotiable

Date:\_\_\_\_\_

( Arghya Mandal )