



DIPANKAR HAZARIKA

Handphone : +91 9833532712 Telegram/WhatsApp No. + 91-9833532712

Email: dipankar2005@gmail.com ~ Skype Id: dipankarx3y

LinkedIn: <https://www.linkedin.com/in/dipankar-hazarika-7469a421>

Business development professional, offering dynamic career & scaling new heights of success with hard work & dedication & leaving a mark of excellence on each step, seeking assignments in **Global Manufacturing Projects** with an organization of high repute.

PROFESSIONAL OVERVIEW

- An astute professional with **over 13 years** of experience in identifying new business opportunities and strategizing accordingly to ensure adequate market penetration and customer outreach across the globe. You will find me creative when to intersect transforming business ideas into a common platform to ease of doing business in different geographies mixed with different cultures.
- Expert working in close liaison with EPC Contractors ,International Distributors, International Trade Centres, Chamber Of Commerce, Market development through Digital Marketing, International Trade Compliance ,Organize Exhibitions in International level. Internal Marketing Activities in company viz designing of brochures, Website development, Digital Marketing.
- Skilled at establishing and maintaining strategic development partnerships to generate essential business opportunities
- Displayed skills in handling key accounts for business development activities and ensuring maximum customer satisfaction for repeat and referral business. **Having Valid USA B1/B2 Visa**
- Worked towards the expansion of the overall channel partner business network and exhibited capabilities in leading diverse teams of professionals to new levels of success in cutting-edge markets, and fast-paced environments

SKILLS ENTAILS

Export & Import Management | Start-ups & Turnaround from Scratch | International Trade Compliance | Cross Culture Integration
High Impact Presentations & Public Speaking | Key Account Management | Digital Marketing| Turnkey Projects

ORGANIZATIONAL EXPERIENCE

LABDHI MANUFACTURING LLP MUMBAI, INDIA

Since Mar'20 - till date : Senior Project Sales Manager (India & Overseas)

Labdhi Manufacturing LLP is a leading Stainless-Steel Service Centre and Steel Works and PVD Coatings Manufacturer located at Navi Mumbai, India. They are engaged into Exporting and Manufacturing of PVD Coloured Coated Stainless-Steel Sheets and Components, Coil to Coil No.4, Hairline & Scotch Brite Line and supplier of Corrosion and Chemical Resistant Exotic High Nickel Alloys .

Key Responsibilities:

- Global Private Label (OEM), Manufacturing Projects Development for the Coil to Coil No.4, Hairline & Scotch Brite Line, Wide Cut to Length production line which is just commissioned last year in nearby GCC and SAARC countries market Development for the Pharmaceutical , Architectural Solutions
- Key Account Development for the major elevator manufacturers in India and additional charge of sector specific marketing in Pharmaceutical Manufacturing Sector, Key Architects, Elevator Manufacturer etc.
- Additionally, i also looking after market development of their parent company Shah Hastimal Laxmichand and company for their Corrosion and Heat Resistant Exotic Nickel Alloys Product Ranges mainly Plates, Bar and Nickel Alloy Pipes for the PAN India market development.

CLEAN COATS PVT. LTD., MUMBAI, INDIA [EXPORT MANAGER PROJECT SALES]

Since Feb'17- Feb 2020 Senior Sales Manager Protective Coatings



Successfully handling sales of Specialty coatings business. Playing a vital role as Team Head for Export Project Sales, Specialty Coatings HPCC project division, Construction Chemicals, Waterproofing Products based on corporate office- BKC Annexe - Mumbai, India

[Products : Responsible and looking after the entire product portfolio, Internal Pipeline Coatings, Anti-Corrosive Industrial Coatings Waterproofing, Industrial specialty coatings, Chemical Resistant Coatings, Construction Chemicals, Hygienic Epoxy & PU Floor Coatings]

Key Accomplishments:

- Showcased excellence in handling business worth US \$ 1.5 million per annum for the fiscal year ending 2018-2019
- Successful in leading a small team of 1 Export Executive for back office & 3 distributors & managing one consignee sales agent.
- Developed & commercialized for the Clean Coats Specialty Coatings products maiden entry to USA, Namibia, Nepal, Zambia and Cambodian Market within this tenure.
- Successfully handled maiden entry of Clean Coats business in Tanzania for pipeline coatings business and Construction Chemical business in Qatar, Morocco, Mauritius, Nepal, Bangladesh and Sri Lanka Market.
- Responsible for full strategic & operation for the development of Clean Coats Pvt Ltd global business model.
- Skillfully managed & developed internationally based team in addition to working with our international distribution partners to ensure successful global development of the Clean Coats Brand.
- Merit of developing sole distributor in Nepal, Bangladesh and Mauritius especially for the Construction Chemical Business.
- Developed new Elastomeric PU Coatings and other specialty Waterproofing coatings products for the West African Continent.

CHHAJED STEEL & ALLOYS PVT. LTD., MUMBAI, INDIA

Jan'16 - Jan'17: Export Manager (Export Cluster Head for Pipe Fittings, Fabricated Wear Parts)



Key Accomplishments:

- Acknowledged with appointment for reputed organization with breakthrough in USA for Tube Fittings
- Skillful in insisting on adding and selling new product profile Wear Products to LAC & MENA countries.
- Successful in receiving maiden entry and bridging the gap for LAC countries in OEM Segment.
- Played a vital role in selling Piping and other Industrial products instead of Turmoil in Iraq, Iran and Syria
- Showcased excellence in contributing an Export Turnover for US\$ 0.25 Million
- Appointed as
 - Distributor in Bolivia which cater for the local Bolivian market, Peru, El Salvador, Venezuela & Colombian Markets
 - Agent in Lebanon for Pneumatic Fittings, Fabricated Wear Parts, and piping products
- Demonstrated excellence in handling US \$ 0.5 Million during the whole tenure.

DYNAMIC FORGE AND FITTINGS PVT. LTD., MUMBAI INDIA

Manufacturer and Exporter of Induction Bends, 2 Halve Butt weld Fittings, Forged Fittings

Feb'09 - Dec'15: Export Manager (Middle East, Africa, North America, South America, APAC)



Key Accomplishments:

- Received an appointment as the:
 - Jordanese Agent (which catered to markets namely Jordan, Iraq & Lebanon) in 2009
 - West African Agent (which catered to markets namely Nigeria, Ghana) in 2008
 - Philippines Manila Agent which catered for the local Filipino Markets.
 - Mexico Agent (Which cater for the North American Markets)
- Successful in overseeing the vendor development for the companies in Saudi Arabia Namely Petro Rabigh, SABIC
- Demonstrated excellence in achieving business target of US\$ 2.5 million (Approx. Indian Currency 15 crores) from Jordanese agent in the financial year (2014-15)
- Skillfully made maiden entry in USA Market (2014) & Mexico (2015)
- A keen planner successfully handled 4 Million export turnover during the whole tenure

LUXOR WRITING INSTRUMENTS PVT. LTD., MUMBAI
Mar'07 - Jan'09: Assistant Manager Strategic - Account Management



Key Accomplishments:

- Demonstrated concept selling excellence in developed 10 companies under Key Account Western Chapter from existing 5 major Key accounts
- Played a vital role in managing the clearing of outstanding amount of 50 lacs which was due since last 1.8 years from Bharti Group Airtel in the year 2008

TRANSPORT CORPORATION OF INDIA (XPS) CARGO SERVICES, BANGALORE
May'06 - Feb'07: Business Development Officer



Key Accomplishments:

- Played a vital role in managing, developing and adding new business category for stationery & education
- Acknowledged with contracts from Planman consulting Bangalore
- Become the highest revenue contributor in south with sales revenue of 20 % monthly contribution.

INDIAN AND GLOBAL EXHIBITIONS & MEETINGS ATTENDED

- EEPC Reverse Buyers Sellers Meet
- ADIPEC Dubai (2013, 2014, 2015)
- Project Qatar 2019, Cambodia Build 2019
- International Wire & Tube Dusseldorf Germany (2015)
- FIEO – Buyers Sellers Meet 2019
- CPHI –P MEC Exhibition Mumbai (2018), (2019)

EDUCATION

- 2006:** MBA in International Business from Fortune Institute of International Business, New Delhi, India
- 2002:** Bachelor of Commerce from DHSK Commerce College, Dibrugarh University, India
- 1999:** Class 12th from DHSK Commerce College, AHSEC, Assam India
- 1996:** Class 10th from Dibrugarh Govt Boys Higher Secondary School (SEBA Board) Assam India



IT SKILLS

- Well versed in use of advance level of Excel, Word, PowerPoint and other office application ERP software, SEO & SEM knowledge, Active users of major social networks, International B2B Portals

PERSONAL DETAILS

- Date of Birth:** 1st November 1980
- Languages Known:** English, Hindi, French , Bengali, Assamese and Arabic (Basic Level)
- Present Address:** A Wing Tower 701, Keshav Kunj Housing Society, Vashi, Sector 30 (A)New Mumbai - 400705, India