



SUJIT KUMAR THAKUR

Specialties: Strategic Planning, Team Management, Business Development & Customer Retention, Sales, Marketing & Negotiations.

Personal Profile

Name : Sujit Kumar Thakur
Father's name : Mr. Triveni Thakur
Date of Birth : 26th Sep 1987
Age : 29 years
Gender : Male
Marital Status : Single
Nationality : Indian
Permanent address : FLAT NO-6 SAI BABA
APARTMENT, CHIRA CHAS
Bokaro Steel City - 827013
Jharkhand
Blood group : O positive
Contact number :  +91-7381573484
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Career Objective

To hone and implement my skills, both technical and commercial in an innovative and challenging environment, and to work in an environment where my hard work, talent and knowledge can be utilized for the benefit of the organization.

Qualification

Degree/ Course	Institution	University / Board	Year of Passing	CGPA / % of Marks
B.Tech (ICE)	SRM University, Chennai	SRM University, Chennai	2010	7.2
CBSE(12 th)	B.I.V	CBSE	2005	69
CBSE(10 th)	SAPS	CBSE	2003	79.4

Software Proficiency

Software Skills/Known Languages:-

- MATLAB
- C-programming (basic), Microsoft(Word, excel),
- Microprocessor & Microcontroller programming (basic).
- ERP & SAP

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Areas of interest

- Industrial marketing
- Industrial Instrumentation
- Sensors & Transducers
- Control System

Projects

A License Plate-Recognition Algorithm for Intelligent transportation System Applications.

In Plant Training

Underwent training in SAIL (BOKARO STEEL PLANT) at Bokaro, Jharkhand (Duration 28 days).

Work Experience

1. Present Job Description & Skills(March 2015 to Present:

Working in **Henkel Adhesives Technologies India Private Limited**
(Manufacturer of Anerobics Range of products(Threadlocker/threadsealant/Gasketing. Aerosols, all composites, Bulk Cleaners, Repair Putties & Sealants, Protective Coatings.

Position: Territory Sales Engineer (Daksh Certified trainer for Adhesives and Sealants)

Retention of key accounts business by providing them prompt services, Responsible for business into Power sector, Steel and Aluminum and cement. Govt. /Semi Govt. /Public Sector/Pvt. Railways.

- Taking care of Sales generation and provide Training on Engineering Adhesives to Workshop Professional from field of Manufacturing, Maintenance, Process, Design, Application Engineering or R&D
- Managing the team.
- Provide technical support to direct sales and new business development.
- Monitor competitor activities in respect of products and technical development and define activity plan accordingly.
- To manage a team of Application Engineers & Applicators.
- To generate new business by identifying new applications, increase customer base and conduct training and seminars for end- users/ customers.
- To ensure fast and accurate sales reporting and forecasting to supervisor.

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- To provide first hand trouble shooting support to customers.
- Value selling.

2.Previous Job Description & Skills(Jan 2012 to Feb 2015):

Working in **Stanvac chemicals India ltd-Superon Group (New Delhi)** (Manufacturer of Aerosols, Bulk Cleaners, Repair Putties & Sealants, Protective Coatings, SPECIALITY LUBRICANTS. **Welding Electrodes**

Position: Sr. Area Manager.

- Retention of key accounts business by providing them prompt services, Responsible for business into Power sector, Steel and Aluminum and cement. Govt. /Semi Govt. /Public Sector/Pvt. Railways & Defence sector
 - Taking care of Sales generation.
 - Managing the team.
 - To manage a team of Application Engineers & Applicators.
 - To generate new business by identifying new applications, increase customer base and conduct training and seminars for end- users/ customers.
 - To ensure fast and accurate sales reporting and forecasting to supervisor.

2. Previous Job Description & Skills(August 2011 to Jan 2012):

Working in **Diffusion Engineers Ltd (Nagpur)** (Manufacturing of all type of welding equipment like electrodes/Brazing alloys/Flux cored wire/welding machines/cold repairing products).

Position: Sales Engineer.

- Study new applications related to wear and tear and recommend the best product to low down the shut down in Cement/Power/Steel/Sponge iron/Mines industries.
- Attending the technical as well commercial negotiation and convincing them in our favors.
- To generate new indent in Cement/Power/Steel/Sponge iron/Mines for electrodes and different job work.
- Attending the sales target on monthly basis.
- Attending new customers and giving demos for our product.
- Supervising different job (Hard facing/Brazing) works on site till completion.

3.Previous Job(June 2010 to Aug 2011)

VANKOS AND COMPANY , PATNA(Manufacturing of all hydraulic equipments like Cylinder, Jack, Pump, Puller and Material handling equipment).

Position: Asst Marketing Engineer

- Preparation of quotations for RAILWAYS/NTPC/BHEL and other public sector and private sectors, e-tendering & attending bid auction/reverse auction. Costing of materials for tendering.

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- ✚ Doing extensively field work for generating indents for formal enquiries, follow up of quotations for conversion in orders. Realization of payments from Govt. /Semi Govt. /Public Sector/Pvt. Railways & Defence sector.
- ✚ To attend sales objectives on basis of sales target.
- ✚ To get information & suggestions from colleagues, market competitor price, journals, newspapers, etc. & forwarding it to Sales Head/Team
- ✚ Tour workload/Plan and identification of customer to achieve company business target.

Co-Curricular Activities

- Coordinator of AARUUSH 08, National Level Techfest of SRM University.
Coordinator (Public Relations) for Dokince'08 National Level Student Symposium organized by ICE Department, SRM University.
- Completed MRO sales Excellence Training
- Completed Professional Sales 1 training by Henkel
- Completed Advance Compistes Training by Henkel

Membership in Professional Associations

- Student member of ISA (International Society of Automation).

Extra Curricular Activities

- Completed 1 semester Yoga training at SRM University.
- Completed High Impact Presenataions by **Dale Carnegie & associates**.
- Participation in All India Major Advnace and Sustanable Developments in Lubrication Domain by IIE and Tata Steel

Strengths

- Good Negotiator, Creative, Problem Solver, Team person, Technical knowhow, Positive attitude, Quick learner & Time Management, hard working.
- Ability to work under pressure.
- An optimist who makes himself and others Happy all the time.
- Vibrant, Dynamic, efficient and a go- getter.

Hobbies

- Music & cricket
- Reading Novels
- Tourism

Languages Known

- Read : Hindi, English, German
- Write: Hindi, English
- Speak: Hindi, English, German, Oriya

Salary: Current 12.5 lakh per annum.

Expected: As per Company Standard.

I hereby declare that the information furnished above is true to the best of my knowledge

SUJIT KUMAR THAKUR

Place: Jamshedpur (Jharkhand)

2 nov 2022

SIGNATURE

(SUJIT KUMAR THAKUR)