

SANDIPAN GHOSH

Address: 444, Madurdaha, Hossainpur, Kolkata - 700 107

Contact Number: +91 - 8167608845

E-mail ID: sandipangh92@gmail.com

Professional Experience	Total: 5 years 9 months
OFB Tech Private Limited (OfBusiness)	08.08.2022 - present
Designation: Manager - Customer Relations	
Sales of mild and stainless steel products like TMT bars, plates, structures, HR/CR coils, pipes, IU rails etc. in Jharkhand and Telangana. Working on business development by reaching out to infrastructure development companies, real estate companies and manufacturers, for their requirements of steel products. Getting customers' requirements and coordinating with suppliers in region to fulfill orders.	
ICICI Bank Limited	09.02.2022 - 30.07.2022
Designation: Relationship Manager SMEAG	
Acquisition of Corporate clients with turnover between Rs.20 crores and Rs.250 crores. Did analysis of financial statements and past credit history of client for offering them working capital like cash credit, overdraft, term loan, letter of credit, bank guarantee etc. Took reporting of assigned branches for generation and conversion of SME leads.	
Indian Chemical Industries	01.07.2019 - 31.12.2021
Designation: Assistant Manager - Marketing	
Responsible for Business Development of pigment preparations in West Bengal. Conducted trial of pigments at factories of customers in textiles, gloves, plywood & tape industries, and worked in co-ordination with channel partners to generate business. Provided monthly regional Business Plan to the management, and sales forecast data to the production department for optimal production. Managed all expenses of the region and prepared quarterly expense-to-revenue report.	
Hi-Tech Systems and Services Limited	16.02.2016 - 17.06.2017
Designation: Senior Engineer - Sales and Marketing	
Visited clients to generate enquiries, participate in techno-commercial pre-bid meetings of tendering process and order finalization of FLIR Thermal Imaging Cameras. Organized presentations and demonstrations of Thermal Cameras in SAIL plants, NTPC plants, Electricity T&D utilities, Fire Departments and Airports Authority. Coordinated delivery of Thermal Cameras with commissioning and payment realization.	
New Allenberry Works	12.02.2015 - 15.02.2016
Designation: Junior Sales Officer	
Visited companies to generate leads of Industrial Gearboxes, discussed the technical specifications of customer's requirement. Managed existing customer relationships for booking orders of spares and services.	

Academic Qualifications			
Degree and Specialization	Name of Institute	Year of Passing	Percentage / CGPA
Post Graduate Diploma in Management (Marketing)	Management Development Institute, Murshidabad	2019	6.08 / 10

Bachelor of Technology (Electronics & Communication)	St.Thomas' College of Engineering and Technology, Kolkata	2014	8.00 / 10
XII, I.S.C.	Vivekananda Mission School, Kolkata	2010	88.67%
X, I.C.S.E.	Vivekananda Mission School, Kolkata	2008	89.71%

Certification Courses

Channel Management and Retailing by IE Business School on Coursera

Brand and Product Management by IE Business School on Coursera

Positions of Responsibility

Selected to represent the students in the committee to welcome the former Indian President - Honorable Mr. Pranab Mukherjee on his visit to MDI Murshidabad during the inaugural Annual Management Festival - CampXotica 2018

Selected on behalf of the students to deliver the "Vote of Thanks" at the Convocation Ceremony of 2015-17 batch of MDI Murshidabad in the esteemed presence of MDI Board of Governors and the MD - CEO of Bandhan Bank

Selected as the Master of Ceremonies at the Annual Flagship Business Event of MDI Murshidabad - Vicarana 2017

Extra Curricular Achievements

Competition Name	Organizer	Year	Position Secured
The Bizz Quiz	XLRI Jamshedpur	2019	Runner-up
Connect The Dots	IIM Indore	2019	Runner-up
The King in the North	FMS Delhi	2018	Second Runner-up
National Science Olympiad	Science Olympiad Foundation	2004	City (Kolkata) Rank 7

Personal Details

Date of Birth	24.04.1992
Marital Status	Single
Languages known	English, Hindi, Bengali