

RESUME

A.) Contact Details

Name : KAUSHIK BOSE

Present Residence Address : #701,MANGLA TOWER,
SECTOR -15 , OFF PALM BEACH
ROAD,CBD BELAPUR
NAVI – MUMBAI, PIN –
400614,MAHARASHTRA,INDIA.

Personal Mobile : 0091-7506149802
E – mail : bosekaus94@gmail.com
bosekaus9@gmail.com

B.) Personal Information

Marital status : Married.

Passport No. : S3750638 issued on 21.05.2018 &
valid upto 20.05.2028.

Driving License : Possessing valid driving licenses both
of INDIA & UAE.

Age : 52 years – 11th Feb,1972

C.) Introduction

I am a very optimistic & enthusiastic person, a Mechanical Engineer with high team spirit & ability to lead a team who believes in excellence of performance with total work experience of **24 years**.

D.) Academic Credentials

- Graduate in **B.E. (Mechanical)** from **University of Pune, INDIA** in the year 1997.
- Elective subjects taken in B.E. are i.) **Air – conditioning** & ii.) **Refrigeration**.
- Conversant with operating systems like MS Windows 2000 /2003/Windows7/ XP & Excel worksheet & power point tools.
- Conversant with Autocad drawings & completed course in **Auto Cad (2D Drafting & Productivity tools)** from **CADD Centre Training Services, Vashi, Navi-Mumbai, INDIA** in the year 2005.

E.) Trainings

- 1.)Have done vocational training from **Guest Keens & Williams Ltd., Kolkata, INDIA** for a period of 2 months in feed, depth of cut, cutting speed in different materials and on different machines.
- 2.)Have done 2 project works from **Forbes Marshall and Spirax Marshall, Pune, INDIA** for a period of 4 months & 6 months respectively, in BPT Test Rig and Work station of DP 17 valves.
- 3.)Have successfully completed **Internal Auditors Course Integrated Management System (ISO 9001:2008 , ISO 14001:2004 & OHSAS 18001:2007)** held on 13th & 14th August 2011 at **Dubai, UAE**.

F.) Work Experience

- 1.)Presently working in **SONAL ENGINEERING WORKS, Rabale Navi Mumbai** as Marketing Consultant from May 2023 onwards.Sonal Engg.Works is manufacturing SS316L/SS304/Hastealloy/Carbon steel bins,

vessel's, Tanks (Jacketed with insulation/non Jacketed), Fluid bed dryers, Hydraulic lifting & positioning device, Vacuum tray dryers, Agitators, Electrical & pneumatic stirrers, Homogeniser, etc.

2.) Worked in **KHOSLA PROFIL PVT. LTD.**, located at **Bandra Kurla Complex, Mumbai** as **Manager – Sale & Marketing- Domestic** from October 2022 to December 2022. Khosla Profil is manufacturing non-woven & woven industrial filter fabrics of high thickness. filter press cloth (butterfly or single), vertical & horizontal belts, woven & non-woven dust collector bags. Air slide, linear fabrics, fluid bed dryer's bags, centrifuge bags, polishing bags, etc. used in various industries like automobile, dyes & pigments, chemicals, pharmaceutical, starch, cement, etc.

3.) Worked in **NK MULTI TECH FILTERS PVT.LTD.**, located at **Bhwandi, Thane, India** as **Sales Manager – Domestic & International** from December 2021 to September 2022. N K MULTI TECH FILTERS is manufacturing filter bags for fluid bed dryers from 5 kg to 500 kg capacity, Dust collector bags, centrifuge bags, Nutch filter bags, Filter press ,PP welded RO filter bags, cartridge filters, flange or box type air filters of capacity 20, 10 & 5 microns, Hepa Filters of 0.3 microns, odour absorbent carbon air filters, air conditioning filters, RO cartridge filters, sparkler filter pads, etc., used in following industries like pharmaceutical, chemical, graphite, air conditioning, cement, steel, irrigation, etc.

4.) Worked in **ACCUPACK ENGG.PVT.LTD.**, located in **Navi-Mumbai, India** as **Senior Manager - International Business** for SAARC countries from May 2021 to November 2021. **ACCUPACK ENGG.PVT.LTD** is manufacturing blister packing machines & Auto cartooning machines & in to change parts of forming, guide track, feeding, sealing, perforation/scoring, embossing, punching, etc., of various blister packing machines used in Pharmaceutical, cosmetics & beverages packaging industries.

5.) Worked in **OLYMPUS ENGG. CO.**, located in **Navi-Mumbai, India** as **Marketing Manager** from April 2013 to Feb 2020. OLYMPUS ENGG.CO., is dealing in SS316 / SS304 pressure vessels, SS reactors, storage vessels, blender bins, circular ducts & bends along with flanges, gaskets, butterfly valves, hydraulic lifting & positioning, octagonal blenders, stirrer assembly (hydraulic & pneumatic), steam bath vessels, fluid bed dryers, etc used in pharmaceutical, chemical, oil & gas industry.

6.) Worked in **SPRAYING SYSTEMS (INDIA) PVT. LTD** (an ISO 9001, wholly owned subsidiary of Spraying Systems Co., USA), located in **Mumbai, India** as a **Regional Head –Sales & Marketing (Western India)**. Spraying System is manufacturing wide range of spray nozzles & accessories, lances, headers, showers for various industries such as power, steel, oil & gas, cement, textile, automotive, aluminium, chemical, pharmaceutical, sugar, food & beverage, paper & pulp, etc. Also involved in turnkey projects related to dust suppression system used in power, cement, coal handling unit, etc.

7.) Worked in **DANEM ENGINEERING WORKS FZE.**, (ISO 9001:2008 & ISO 14001:2004 & OHSAS 18001:2007 company) located in **Jebel Ali Free Zone Port, Dubai, UAE**, as a **Manager - Marketing & Estimation** from FEB 2011 till Dec 2011 (1 year). DANEM ENGINEERING WORKS FZE., is catering to Oil & Gas on shore & offshore projects, petro-chemical sectors, power plants & energy sector, aluminium industries & marine industries & fabrication of ship un-loaders, barge fabrication, single & double girders for EOU cranes, fabricating skids unit for chiller, heat exchangers, plate fabricated equipment like stacks, dampers, diverters, CS/AS/SS piping for process plants as per ASME B31.1, enclosures made out of structural steel, large diameter vessels, ladders, platforms, surface preparation & painting jobs, CS/SS storage tanks as per standards API 650/620, UL, AWWA, etc for process & power plant, pressure vessels as per ASME Section VIII, Div 1 & 2 & also code stamped to ASME U, PP, S & NB R, silos, large diameter pipes & fittings, clamps, gantry, etc.

8.) Worked in **BHATIA BROTHERS FZE**., (ISO 9001:2008 company), located in **Jebel Ali Free Zone Port, Dubai, UAE**, as an **Asst. Manager-Marketing** (Oil & Gas div.) from August 2008 to July 2010 (2 years). Bhatia Brother is stocking & selling various product like pipes & fittings, wire ropes & lifting accessories, industrial hoses & fittings, welding consumable & machines, power & hand tools, safety items, etc & catering to oil & gas, construction & engineering sector. I was in charge of developing Abu Dhabi market & was handling piping packages, heat & mass transfer equipment, skid unit, valve packages, etc.

9.) Worked in **ALLIANCE ENGINEERING CO.**, (ISO 9001:2008) located in Mumbai, INDIA as a **MANAGER – Marketing** from June 2001 to October 2007 (6 years). ALLIANCE ENGINEERING CO., is manufacturing Batch type Fluid Bed dryers/Top spray granulators/Wurster Coater (heating through Steam / Electric/Thermic fluid) ranging from 5 kgs to 300 kgs for pharmaceutical, chemical, dairy industries, etc.

10.) Worked in **MASCHINEN FABRIK (India) PVT. LTD., Mumbai, INDIA**, from Jan 2000 to June 2001 (1 year) as a **Marketing Engineer**. Maschinen Fabrik (India) Pvt. Ltd is manufacturing material handling equipment like Tube chain Conveyors in technical collaboration with SCHUTTGUTT FORDER TECHNIK, GMBH, Germany & was dealing with Hapman conveyor ,U.S.A. for manufacturing flexible screw conveyors. They were also dealing with Vibra – Screw Inc. and VIBCO Inc., U.S.A. for i.) Bin activators, screw feeders & Bulk Bag unloaders ii.) Pneumatic, Electric and Ball vibrators and Air – cannons.

11.) Worked in **SYP Engineering Co. Pvt Ltd., Mumbai, INDIA**, from 1997 to 1999 (2 years) as an **Application cum Installation Engineer**. SYP Engineering Co. Pvt Ltd is manufacturing centrifugal seal – less pumps in technical collaboration with IWAKI Ltd., Japan & were also dealing with Flux GMBH, Germany for barrel pumps (low viscosity pumps) & liquid meters.

G.) Main activities involved are :

- To develop Indian & international market.
- To manage marketing activities through dealers/agents/sub agents in India & abroad.
- To ensure target achievement.
- Organize marketing events such as exhibitions, advertisement in magazines, etc.
- Initiate and propose positive push and pull activities with the sales team.
- To track all marketing initiatives and create monthly/quarterly reports.
- To review the drawings prepared by autocad team & submit it for approval prior to shop floor work.
- To develop the portfolio of marketing tools and services.
- To manage marketing procedures and processes, evaluate existing practice and opportunities for standardization.
- Participate in determining the group marketing strategy with sales and product teams.
- Reviewing branding, positioning of the company to ensure impact and awareness.
- Preparing techno – commercial offers.
- To meet various EPC contractors related to turnkey projects.
- Working for getting vendor registration of various EPC contractors.
- Doing pre-qualifications & vendor registrations for major Oil & Gas Industries, Power & plants, Aluminium industries, Marine industries, EPC Contractors, government organization, Pharma industries, etc for generating new enquiries, tenders, etc.
- Visiting clients for techno – commercial discussions.
- New Product development.
- Evaluating LC documents, tender documents, drawings, & schedules.
- Comparison studies based on suppliers quotations.
- Negotiations with suppliers on both technical and commercial aspects of product.
- Pricing for electrical / mechanical / instrumentation systems.
- Managing allocated budgets in various marketing areas and vendor relationships.

Candidate Name : **Kaushik Bose**