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Oilfield Services / Business Development - Product Sales

Residential Country : India Nationality : India
Resume Title : Head Marketing & Technical Services Notice Period : 61 Days

EDUCATION

Qualification	Institute / College /university	Year	Country
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CAREER SUMMARY

Position	Employer	Country	From Month/ Year	To Month/ Year
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ADDITIONAL CERTIFICATE AND TECHNICAL QUALIFICATION

Name Of The Course	Course Date	Valid Upto	Name Of Organisation
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Current Salary (Monthly In Usd): Not Mention Expected Salary (Monthly In Usd): Not Mention

Additional Skills :

keen strategist with expertise in managing entire operations with key focus on profitability by ensuring optimal utilization of resources. »Attained proficiency in Business Development, Operations, Sales, Marketing activities oBreaking new avenues & driving sales growth. oEstablishing brands & bagging breakthrough orders. oProactively conducting opportunity analysis by keeping abreast of market trends and competitor moves to achieve market-share metrics. oKey Account Management for a high satisfaction index and record breaking profits. »Ensured successful ramp up of business assignments; while working in coordination with clients and ensuring effective service deliverables. »Expertise across handling and spearheading best performing profit centres. »Developing relationships with key decision-makers in target organizations for revenue. »Managing activities pertaining to negotiating/ finalization of deals (techno commercial) for smooth execution of sales & order processing. »Proficient in developing & streamlining systems with proven ability to enhance operational effectiveness, meet business goals within the cost, time & quality parameters.

Additional Information :

INTERNATIONAL EXPOSURE: Castrol International Marketing & Technology, Pangbourne, UK
 Strategic assignment focused towards Diesel engine Oils particularly for Indian / Asia-Pacific markets. Demonstrated technology superiority of lubricant formulations & exceeded requirements of OEM hardware & Indian diesel. Functioned as a single point of contact for the India specific technical projects with Global Team Leaders, changing customer aspirations into superior technology products. Successfully completed several Projects at Centres SWRI, APL, ISP, IIP, ARAI, etc. API, JASO, BIS, have been effectively utilized for business opportunities. Purdue University, USA : Studied the advances in lubricant technology for Alcohol Fuels in future I.C. engine applications. Project focus: “Synthetic & Vegetable based lubricant suitable for 2-stroke cycle methanol fuelled engines”. Worked with International Faculty and working in high calibre academic environment utilized effectively. WORLDWIDE VISITS Germany, Austria, Thailand, and Hungary for purpose of advanced Training & Presentations International Networking based on Global Exposure in UK, USA, Thailand, China, Japan, Singapore. PROFESSIONAL MEMBERSHIPS: Member, Society of Automotive Engineers, USA & Society of Tribologists & Lubrication Engineers, USA. Member, Bureau of Indian Standards representing Technical Areas on behalf of Lubrizol in India. Graduate Member, All India Management Association & Executive & Life Member, Tribology Society of India. Life Member, Indian Society of Mechanical Engineers, Combustion Institute (Indian Section). PUBLICATIONS: Published research papers in Journals of International / National repute (40). Technical Reports on Customer Approvals and Complex Project Work (80). TECHNOLOGY INNOVATION: Sustainable Development in India by introduction of alternate Fuels & Lubricants Concepts. Prologue of Fuel economy concepts for Automotive Applications in India. Minimising Visible Smoke from 2/3 Wheelers by optimizing oil dosage; introduction of Low Smoke Oils. Introduction of Super clean hydraulic oils as High productivity Concept. Beneficial effect of multi-grade engine oils and acceptance by commercial vehicle OEMs. SPONSORSHIPS / MERIT: Lubrizol sponsorship for Business Skills programme (SMU, Singapore) & Engine Oil Training (Lubrizol Corporation, USA). Castrol Sponsorship for Management Studies (AIMA, IIMA, IIMC). Castrol Sponsorship for Business Excellence course (UL University). CSIR/ IIP sponsorship for Higher Technology Studies (IITD, Purdue University, USA). Merit scholarship during engineering period.