


SOU M YA

KANT

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 Sector -9,CDA,
Cuttack

 [Linkedin.com/in/name](#)

Professional Summary

- 21 years of Engineering Experience in commissioning, service, maintenance and overhauling of engine, transmission, hydraulic pumps & motors & work equipment
- Service and maintenance of Bomag & Greaves-CIFA all Batching plant, Transit mixtures, Concrete Pumps, Tandem Rollers, Soil Compactors & Greaves Perfect Mix -500 fitted with Duetz and Kirloskar Engines
- Carrying out estimation and costing of overhauling of different machinery.
- Managing Service Engineer team (10 to 15 members)
- Involved in Spares Parts Sales and Pre-Sales activities

Managerial Skills

- i) Effectuating pre-planned sales strategies for accomplishment of performance milestones
- ii) Analysing & reviewing the market response/requirements and communicating the same to the local sales force for achieving the sales objectives
- iii) Exploring and developing new client sand negotiating with them for securing profitable business
- iv) Developing relationships with the customers in target markets for business development
- v) Facilitating timely order booking, ensuring financial arrangements for orders in process so that orders are executed as per customer schedule & stocks are not piled up at plant.
- vi) Under standing the market sentiments, tariff structure and analyzing the information for formulating effective marketing strategies
- vii) Gathering market information by closely interacting with local user industries, traders & associations

Functional Skills

- i) Networking with prospective clients, generating business from the existing accounts and achieving profitability and increased sales growth
- ii) Developing & maintaining business relationship with key customers for smooth business transactions and achievement of business targets
- iii) Interfacing with clients for understanding the requirements & suggesting the most viable solutions / products and cultivating relations with them for customer retention & securing repeat business
- iv) Negotiating the price and involve in technical discussion with the customers
- v) Closely interacting with key decision makers and also with operating executives of customers forgetting in depth understanding of their requirements and translating the same into business opportunities
- vi) Managing a team of associates and monitoring their performance to ensure efficiency in process operations & ensure meeting of group targets
- vii) Formulating MIS Reports relating to sales, distribution management and stock control and transmitting them to top management

CURRENTPROFILE

Working as Manger – Operation (Service & Spares) in Oasis Bird General Trading L.L.C. At Dubai, U.A.E.
From dt. 20-03-2021 to Till Date.

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EDUCATIONDETAILS

- Diploma In Automobile Engineering from Mayurbhanj School of Engineering, Orissa.
- Graduate in Mechanical Engineering From IME.

POSTTRAINING

- Completed on job training on Service & Maintenance Of Escort Hydraulic Cranes of all capacity from Escorts Plant– III, Faridabad
- Completed on job training on Service & Maintenance Of Greaves-Bomag All Types of Equipments from Greaves Manufacturing Plant, Chennai
- Complete Compact Equipment Sales Training at Doosan Bobcat India Pvt. Ltd

WORK EXPERIENCE

Company I : Doosan Bobcat India Pvt. Ltd.

Role : Manager- Sales & Marketing (Eastern Region)

Period : From Sept'2019todt.28-02-2021.

Responsibility : Equipment Sales & Marketing and Dealer Management (For West Bengal, Jharkhand, Bihar and North East)

Company II : Sunbeam Generators Pvt. Ltd.

Role : Manager – Marketing (Southern Region -II)

Period : From Sept'2016 to Aug'2019.

Responsibility : Equipment Sales, Service, Business Development and Spares In Charge for Central Region (TS, AP, Maharashtra and Chhattisgarh)

Company III : Mithra Kyokuto SPV Co., Pvt. Ltd.

Role : Area Sales Manager (Odisha)

Period : From Sept'2013 to Aug'2016.

Responsibility : Equipment Sales, Business Development and Marketing Incharge for Odisha

Company IV : Nakoda Machinery Pvt. Ltd. (INDUS ROCK TOOLS)

Role : Area Sales Manager (Odisha)

Period : From Sept'2012 to Aug'2013

Responsibility : Equipment Sales, Business Development and Marketing Incharge for Odisha

Company V : Revathi Equipment Ltd, Hyderabad

Role : Manager-Service (Central Region)

Period : From Oct '2010toAug'2012

Responsibility : Equipment Service and Spares In-charge for Central Region (Andhra Pradesh, Karnataka, Maharashtra and Chhattisgarh)



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Company VI : Greaves Cotton Ltd. - Hyderabad
Role : Service Executive
Period : From July'2007 to Sept'2010
Responsibility : Equipment Service and Spares In-charge for Andhra Pradesh

Company VII : Saud Bahawan Group – Muscat, Oman
Role : Service Advisor
Period : From Jan'2007 to July'2007
Responsibility : I was responsible for commissioning, service, maintenance and overhauling of engine, gear box, differential, transmission, hydraulic system, brakes and axle of KATO, Escort & XCMG Cranes & Bomag Rollers fitted with Duetz and Daewoo Engines. Carrying out estimation and costing of overhauling of different machinery

Company VIII: Unitech Sales & Services, Bhubaneswar
Role : Service Engineer
Period : From Jan'2006 to Jan'2007
Responsibility : I was responsible for commissioning, service, maintenance and overhauling of engine, transmission, hydraulic pumps & motors & work equipment of Greaves – Bomag & Greaves-CIFA all Transit mixtures, Concrete Pumps, Tandem Rollers, Soil Compactors fitted with Duetz and Kirloskar Engines.. Carrying out estimation and costing of overhauling of different machinery.

Company IX : Kasi Equipment, Bhubaneswar
Role : Service Engineer
Period : From Jan'2006 to Jan'2007
Responsibility : I was responsible for commissioning, service, maintenance and overhauling of engine, gear box, differential, transmission, hydraulic system, brakes and axle of Escort all type & all capacity fitted with Simpson and Kirloskar Engines. Carrying out estimation and costing of overhauling of different machinery

Company X : Indian Metal Ferro Alloys Ltd, S.M.(Chromite) Mines, Sukinda, Orissa IMFA is India's largest, fully integrated producer of Ferro Alloy with 157MVA Installed furnace capacity, a 108 MW coal-based Captive Power Plant and extensive Chrome Ore mining tracts.

Role : Jr. Foreman(AUTOMOBILE)
Period : From Aug 2001 to June 2005
Responsibility :

- I was responsible commissioning, service, maintenance and overhauling of L&T –Komatsu PC-200, BEML Bull Dozer D65E & D80, Leyland Taurus, comet 6cum. Capacity, HM 2120 Loader, Kirloskar Dewatering Pumps & Diesel Generators & ICM-260 Drill Machine. Different engines like SA6D102, SAA6D112, ALU6.65, RB40, RB44, ZF S6-36 etc gearbox, different gear type, axial piston type, radial piston type hydraulic pumps & motors etc..
 - I have acquired knowledge of hire charged calculation, manpower management, maintenance scheduling, spare parts procurement etc.
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Company XI : Indian Metal Ferro Alloys Ltd, NC.(CHROMITE) MINES, SUKINDA

IMFA is India's largest, fully integrated producer of Ferro Alloys with 157 MVA installed furnace capacity, a 108 MW coal-based Captive Power Plant and extensive Chrome Ore mining tracts.

Role : Trainee Diploma Engineer (AUTOMOBILE)

Period : FromJan2000toFeb2001

Responsibility:

- I was on training in commissioning, service, maintenance & overhauling of L&T-Komatsu PC-200, BEML Bull Dozer D65E & D80, Leyland Taurus, comet 6 cum. Capacity, HM 2120 Loader, and Kirloskar Dewatering Pumps & DG & ICM-260 Drill Machine. Different engines like SA6D102, SAA6D112, ALU6.65, RB40, RB44, ZF S6-36 etc gearbox, different gear type, axial piston type, radial piston type hydraulic pumps & motors etc...

PERSONALDETAILS

Name : Soumya Kant Swain
Dateofbirth : 15th May 1981
Father's Name : Mr.Sukanta Ku Swain

Mother's Name : Smt. Manjulata Swain

Gender : Male

Maritalstatus : Married

LanguagesKnown : English, Hindi, Telugu & Oriya

Nationality : Indian

Strength : Honesty, integrity, Self-Confidence & "I can handle both Online and Offline Marketing"

Address : Plot No.6f/1122, Sector-09,CDA
MarkatNagar, Cuttack
Odisha-753014

DECLARATION:-

I hereby declare that all the details furnished above are true to the best of my knowledge and belief .I will do my work with best of my ability.

Dubai

Soumya Kant Swain