



## SUJIT DEB MALLICK

Near Carry Road, Shibpur,  
HOWRAH- 711104

### OBJECTIVE

To work efficiently and effectively with a professional organization and thereby achieving self-realization and accomplishing organizational objectives.

### PROFESSIONAL SUMMARY

Chemical Engineer (Polymer Technology) with more than 16 year's experience in Sales & Marketing, Business Development, Quality assurance, serving paints and industrial coating, Home Care, Paper and Plastic industries.

"Executive MBA Program on Managing Business Decision" (EPMBD) from IIM Calcutta.

Having Post Graduate Diploma in Plastic Engineering. (PGD-PE) from Central Institute Of Plastics Engineering & Technology (CIPET)

A strategic planner with experience in Sales / streamlining processes / procedures to facilitate robust management systems, Production Innovation projects that enhance quality, cost, delivery and service quality.

Confident, aggressive and sincere, with good leadership abilities and strong communication skills.

### CAREER HIGHLIGHTS

#### **PIDILITE Industries Limited**

**Aug'2017 -Till date**

**Area Manager – Sales, Marketing & Business Development (East, Nepal,**

**Bangladesh) Brief about company**

Pidilite is a renowned name in consumer and industrial domain. We have brands like Fevicol, Feviquik, M-seal, Dr. Fixit etc. We have been a trusted name when it comes to polymers, adhesives, pigments & dispersions. Currently we are serving more than 70 countries across the world with our products.

### JOB PROFILE

#### **Responsibility: -**

- 1) Responsible for study, create, develop the entire market and serve individually entire region.
- 2) Working as an Area Sales Manager for East region , Nepal and Bangladesh for handling entire Paint, Paper, Metal Coating and Home Care industries.
- 3) Developing business of Specialty Chemicals , additives emulsions, Processing aids and dispersing agents.
- 4) Attending to customer complaints, executing trial and providing technical solutions.
- 6) Appointing distributors and dealers across market segments. **Key-Responsibilities:**

- New customer Development and Portfolio expansion
- Develop and monitor the strategies to achieve P& L
- Successfully developing business in Nepal and Bangladesh Market.
- Promotions and successful conversion of high GP products
- Initiate trials for product approval.

## REVIOUS ASSIGNMENTS

### 20 Microns India Limited

Feb'2015 - July'2017

Area Manager – Sales, Marketing & Business Development

#### Brief about company

20 Microns Limited is Global leader in ultra fine & Nano Industrial minerals & specialty chemicals.

#### JOB PROFILE

#### Responsibility: -

- 1) Working as an Area Sales Manager for East region and Nepal and handling entire PVC, PP, Paper, Coating and Industrial Adhesive industry.
- 3) Developing business of Specialty Chemicals like PE Wax, Processing aids and dispersing agents.
- 4) Promoting business for PVC, PP /PE antifab, Master batch industries. Additives & Fillers,
- 5) Attending to customer complaints, executing trial and providing technical solutions.
- 6) Appointing distributors and dealers across market segments.

### INDOFIL INDUSTRIES LIMITED

Feb'2013 – Jan'2015

Area Manager – Sales, Marketing & Business Development

#### Brief about company

INDOFIL INDUSTRIES LIMITED –a K. K. MODI Group of Companies, established five decades ago, headquartered in Mumbai, a research-led and fully integrated Chemical Company has engaged in domestic base and a well recognized international presence. Both businesses in Agricultural Chemicals and Specialty & Performance Chemicals.

#### JOB PROFILE

- 1) Working as an Area Sales Manager for Entire South India and handling business for Specialty Additives like Acrylic Impact Modifier, Processing Aid, Lead one pack Stabilizers, Tin Stabilizers and Flow Promoters.
- 2) Responsible for Sales / Trial / Visit and technical discussion with customers.
- 3) Portfolio expansion for high GP Products like high molecular wt. Processing Aid, Tin Stabilizer and PE Wax.
- 4) Managing Collection, Order, C- Form from Customers & distributors
- 5) Appointed distributors and dealers across market segments.

### PAHARPUR COOLING TOWERS LIMITED May'2009 – Feb'2013 Asst. Manager – QC, Material Testing and development, inspection & Customer Support

#### Brief about company

Paharpur is a full-range process cooling solutions company comprising of all capacities of cooling towers, air cooled heat exchangers and steam condensers and a wide range of customer services.

#### JOB PROFILE

Working as departmental in-charge of QC department, organising quality inspection of FRP cooling towers from manufacturing stage to finishing & despatch.

Organizing different developmental projects in laboratory, associated with Engineering Department for creating & modifying new FRP moulds & components.

Making repairing instruction of FRP components. Monitoring and inspection of repairing process.

Study and analysis of PVC formulation for enhancement of mechanical and chemical properties for cost effectiveness by incorporating Specialty additives. Modifying and testing of formulation by using Haake Rheocord.

Developing new Vacuum press moulds, VARTM moulds, transfer moulds for solid and hollow FRP cooling tower blades.

Supplier Assessment and Vendor development for materials, maintaining the same quality standards for cost reduction.

Documents as per the requirement of ISO 9001-2008, ISO 14001 and OHSAS 18001, arrangement for internal and external audit, Handle auditors, co-ordination with Engg. Department for getting certification.

Generating inspection plan. Third party inspection and testing. Handling different Govt. bodies like NTPC, BHEL, EIL for clearance of order.

## **RRB ENERGY LTD.**

**Apr'2008 - May'2009**

Engineer – Project Planning

### Brief about company

RRB ENERGY LTD (Vestas RRB India Ltd) incorporated in the year 1987 with sole objective of manufacturing world class Wind Electricity Generators (WEG) in India. The company offers total custom built turnkey solutions from concept to commissioning having a turnover of 1000 crores.

### **JOB PROFILE**

Working as Engineer project for setting up new rotor blade manufacturing facility. Handling and assisting different vendors and contractors.

Co ordination with plant maintenance team and supplier's erection and commissioning team for setting up different utilities.

Participation in Vendor negotiation, quotation assessment, documentation for getting Bank Guarantee.

Initial checking and measuring of running bills from different vendors along with CIVIL Engineer and Maintenance team.

Co-ordination with EVP Plant and Finance department for bill payments.

## **ENERCON (I) LTD**

**Aug'2005 - Apr'2008**

Assistant Engineer – Rotor Blade QA

The world's leading German company " ENERCON GmbH ", which produces WIND ENERGY CONVERTERS using advanced technology in harnessing wind energy. The company has been engaged in manufacturing of Rotor Blades for Wind Energy Converters by Vacuum Assisted Resin Transfer molding [VARTM] using Epoxy Resin & Glass fibers as major raw materials.

### **JOB PROFILE**

#### Responsibility: -

Inspection of blade manufacturing materials used in vacuum assisted resin transfer moulding including imported & local supplier.

Responsible for carryout In-process as well as Post inspection of Rotor blades – Visual Inspection, Video Inspection by using Traveling camera, Checking of Glass Transition Temperature, Checking of Glass to Resin Ratio, Polymer Characterization by using DSC.

Mechanical testing of composite and analysis of strength in different oriented glass fabric. Controlling of Non-conformities in Incoming stage as well as in process.

Maintaining Rotor blades Defects Directory. Maintain & Records, Documents as per the requirement of ISO 9001-2000.

### **EDUCATIONAL QUALIFICATION:**

B.Tech in Chemical Technology (Plastic & Polymer Technology) from Nagpur University with First Division in 2003.

Post Graduate Diploma in Plastic Engineering. (PGD-PE) from Central Institute of Plastics Engineering & Technology (CIPET) in 2005.

Diploma In "Industrial Safety" from National Institute Of Labour Education and Management(NILEM), "Executive Program on Managing Business Decision" (EPMBD) from IIM Calcutta, one year executive management program, specialization in Marketing Management and Business Analysis.

### **PERSONAL PROFILE:**

**Name:** Sujit Deb Mallick  
**Date of Birth:** 25/02/1980  
**Father's name:** Dr. Sudhamay Deb Mallick  
**Sex:** Male  
**Marital Status:** Married  
**Languages Known:** English, Hindi, and Bengali.  
**Nationality:** Indian

**HOBBIES:** - Interacting with different people, traveling.

**STRENGTH:** Good communication skill Positive Attitude, Deterministic nature, Confidence Belief in God.

### **DECLARATION**

I hereby declare that all the information given above is true to the best of my knowledge.

**Date:** 14.11.21

**Place:** Kolkata

**(SUJIT DEB MALLICK)**