

RESUME

PERMANENTADDRESS

NIRUPAM SINGHA

DINHATACOOCHBEHAR
GOSANIROAD.PO-DINHATA
DIST-COOCHBEHAR.WARDNO-08
PIN- 736135. (WB)

CURRENTADDRESS

NAUKAGHAT, TINBATTIMORE
SILIGURI, WESTBENGAL
WARD NO- 7,PIN-734004

CONTACTNO:9062621580

ABOUT MYSELF: A Competent Techno Commercial Manager with excellent communication. Deep knowledge and experience in Procurements, Sales, Transit Insurance, Factory Productions, Vendors / Clients / Customers / Transporter/Contractor Handling.

STRENGTHS:

1. Procurement, Inventory Management, Strategic Planning & Sourcing, Logistics Management,
2. Import procurement handling, Material Management.
3. To coordinate with other departments for material requirement planning, factory Monthly production planning & purchase planning ensuring continuous supply at optimum costs.
4. Developing procurement and logistic plan with strategy to ensure overall timely available of any type of materials at factory stock.
5. Looking after also transit insurance parts. Entire Insurance claim procedure till to credit estimate claim Amount into Company Bank Account.
6. Developing new policies and procedures to improve sales performance and resolving dealer Disputes.
7. Identifying and exploring new markets and tapping profitable business opportunities.
8. Offline Tenders & Online Tenders through e-Procurement portals.
9. Dealing with enquiries from prospective customers.
10. Marketing & Business Development
11. Registration and renewal of registration as Client in different e-Procurement Portal for Online Tender Participation.
12. Enrollment of Digital Signature Certificates of different classes for Online tender participation.
13. Good Communication with client's both over the phone and face to face.
14. All accounting Entries in Tally Prime, passing Journals. Maintaining Bank & Bank reconciliation.
15. Bank entries in Tally Prime & reconciliations, Entering of Bills in Tally Prime.
16. Handling and Preparing of Tax e Invoices, Issuing E-waybill.
17. Initiating Vendors payments, as per ageing chart through RTGS, NEFT, IMPS, CHEQUE, TDS Workings, TCS workings

PERSONAL INFORMATION:

Date of Birth : 30/10/1985
Gender : Male
Languages Known : English, Hindi, Bengali,
Marathi Mother Tongue : Bengali
Marital Status : Married.
E-mail : Singha1984@gmail.com
Phone : 9062621580(M)

JOB EXPERIENCE: 14 Years+

1. NIRAM INDUSTRIES PVT LTD: 13/04/2022 to Till Date

DESIGNATION: TECHNO - COMMERCIAL MANAGER - (PROCUREMENT+MARKETING)

PROCUREMENT ROLES:

1. Purchase all types of Raw Materials, Packing Materials, and Import Raw Materials as per Factory Production Requirements after negotiations.
2. Monthly Planning Preparation to keep stock of all Raw Materials, Packing Materials, Import Raw Materials so that Factory production should not be hampered if suppliers make delay in supplying materials On time.
3. Collecting quotations by mails from vendors/ Subcontractors & preparation of rate comparison chart and Proper Negotiation as well as final orders placements.
4. To certify invoices for payments and to make a regular follow-up with the vendors to ensure deliveries on Time.
5. To coordinate with other departments for material requirement planning, factory monthly production plans & purchase planning and ensuring continuous supply at optimum costs.
6. Developing procurement and logistic plan with strategy to ensure overall timely availability of any type of Raw materials at factory stock.
7. Monthly stock update and take production planning from factory, coordinate with sales department and Make a proper procurement planning.
8. Developing the long-term partnerships with suppliers, managing the day-to-day supplier performance to Ensure meeting of optimum services, cost, delivery and quality norms.
9. Entire Import Procurement process of Polymer powders handling, LC preparation, Final LC sharing with Exporters, Total Documents maintaining, Co-ordination with Bank and LC payments follow up and on time Payments.
10. Releasing of payments as per payment terms of all suppliers on time to avoid any type of penalty.
11. Looking after also transit insurance parts. Entire Insurance claim procedure till to credit estimated claim amount into Bank Account.

MARKETING/BD ROLES:

1. Establish full-scale sales operation; duties include developing data base systems, Preparing E-Invoices, e Way bills and developing sales and marketing strategies.
2. Monitoring Sales Reports, Competitor Strategies.
3. Good communication skills both verbally and written with the organizational and management Skills.
4. Very energetic, organized and have well public relationship knowledge.
5. Great ability to deal with the clients, influencers, queries, problems or complaints.
6. Responsible for achievement of the sales target set by the company the new business development and Performance of all sales activities related to products in assigned market.
7. Monitoring sales reports, Competitor Strategies, Selling Prices & market price.
8. Developing new policies and procedures to improve sales performance and resolving disputes if any Arise.
9. Identifying and exploring new markets and tapping profitable business opportunities.
10. Enhance market penetration by developing and managing a network of Retailers/dealers/distributors/franchisee and achieve business growth
11. Looking after also transit insurance parts. Entire Insurance claim procedure till to credit estimated claim amount into Bank Account.

2: REANWATERTECHPVTLTD-(SHRACHIGROUP):27/01/2013 TO 01/04/2022

DESIGNATION:EXECUTIVE-MANAGER - (MARKETING&TENDER)

1. Prospect for potential new clients and turn this into increased business.
2. Preparing the proposals (Technical&Commercial)
3. Preparation of EMD and Bank Guarantee Statement.
4. Obtain Vendor Registration Approvals and Renewal in Govt / Public Sector.
5. Excellent knowledge in Preparation of Tenders & Procedures/Bidding and submission of Government And Public Tenders in online platform.(Manpower Tender, IFM Tender, water and waste management Tender & Construction Tenders)
6. Preparing Techno-commercial Bid and submitting physically & electronically as well as Government Tenders.
7. Follow-up EMD & Bank Guarantee, Site Visit and attending pre bid meeting.
8. Preparing Estimation (Commercial part).
9. Excellent knowledge in Preparation of Offline and Online Tenders & Procedures/ Bidding and Tenders Submission Of- **BHEL, IOCL, ONGC, NTPC, GSFCL, BPCL, HPCL, MRPL.**

3: CENTURY RAYON:(B.K.BIRLA GROUP)-29/02/2008 TO 25/06/2012

DESIGNATION: PRODUCTION ENGINEER

1. To observe & solve any abnormalities of the plant.
2. Making Strategies for the Expansion of the plant.
3. Solving different technical problems related to the production of plant.
4. Expansion and development of plant production.
5. Drawing of P&ID and PFD of Project work related to the extension of the plant.
6. Erection, installation and commissioning project work for the expansion of the plant production.
7. Material and energy balance, Utility sizing to make proper utilizations of raw materials.
8. Documentation of production work, Daily report preparation & Labours (MANPOWER) handlings.

SCORE DETAILS

ENGINEERING: B-TECH - (CHEMICAL ENGINEERING)

COLLEGE : HALDIA INSTITUTE OF TECHNOLOGY.(HIT)

UNIVERSITY : WEST BENGAL UNIVERSITY OF TECHNOLOGY.

PASS OUT YEAR: 2007

ADDITIONAL QUALIFICATION:

1. ADVANCED DIPLOMA IN INFORMATION TECHNOLOGY.(ADIT)
2. FINANCIAL ACCOUNTING-(CFA & TALLY)

ACADEMICPROFILE:

SR.NO.	QUALIFICATION /PASSEDOUTYEAR	UNIVERSITY	OBTAINED	REMARK
1	Financial Accounting (CFA) /2022	National Youth Computer (EDUCATION &TRAINING) Govt.Of India	86.5%	FIRSTCLASS
2	Advance Diploma (Information Technology) /2019	National Board Of Computer Education Govt. Of India	71.5%	FIRSTCLASS
3	B.Tech (Chemical Engineering) /2007	West Bengal University Of Technology (WBUT)	71%	FIRSTCLASS
4	H.S.C/2003	West Bengal Board Of Higher Secondary Education	64.5%	FIRSTCLASS
5	S.S.C/2001	West Bengal Board Of Secondary Education	86%	FIRSTCLASS

COMPUTERKNOWLEDGE:Computer Fundamentals, Windows10, Office(word,Excel,Access,PowerPoint), Tally, Hardware Concept, Internet.