

Ganesh Mallick

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CARRIER OBJECTIVE

To seek a position in an organization suited to my abilities and giving my best performance, which will benefit the company I join. To be a part of an organization wherein I can use my skills, education background and my efficient abilities, and to co-operate and work well the people.

PROFESIONAL EXPERIENCE

Mechanical Engineer having Fourteen years' experience in Industrial Sales & Marketing, Business development of Protective coating, Aerosol, Adhesive & Sealant, Lubricant, Specialty Welding Electrode in Petro chemical, Refinery, Fertilizers, Pharmaceuticals, Sugar, Power, Chemical and Cement industries in Gujarat, INDIA

Period	Indian Organizations	Job Responsibility	Territory
2018 - Con..	AASHISH COATING TECHNOLOGIES PVT LIMITED	Responsibility for the marketing / business development of Vinylester Glass Flake coating, Polyester Glass Flake Coating, Epoxy Glass Flake Coating in Petro chemical, Refinery, Fertilizers, Pharmaceuticals, Sugar, Power, Chemical, Cement industries.	Gujarat along with all India Project
2015-2018	VALENCY COMPOUNDS SERVICES PVT LIMITED	Played key role for Marketing /new Business developed of Anti-corrosive coating, Di electric coatings, floor coating, Fire stops cable coating, Specialty Welding Electrodes in Petro chemical, Refinery, Fertilizers, Pharmaceuticals, Sugar, Power, Chemical, Cement industries in Gujarat	Gujarat
2011- 2014	STANVAC CHEMICAL INDIA LIMITED	Responsibility for Sales and Marketing of Protective coating, Industrial Aerosol, Adhesive & Sealant, MWA, Lube in Petro chemical, Refinery, Fertilizers, Pharmaceuticals, Sugar, Power and Chemical industries in South Gujarat.	Vadodara & Dahej
2008-2011	NICCO ENGINEERING SERVICES LIMITED (Belzona Polymeric Compound)	Marketing, Business developed of Belzona® range of cold Polymeric Compound in Petro chemical, Refinery, Fertilizers, Pharmaceuticals, Sugar, Power, Chemical and Cement industries in Gujarat	Gujarat
2006-2008	INNOVATIVE SOLUTION INC (AUTHORISED DEALER M/S. HEN-KEL ADHESIVES TECHNOLOGIES INDIA PRIVATE LIMITED)	Marketing and Business developed of Adhesives, Sealant, Lubricants, Epoxy & ceramic Coating on in Petro chemical, Refinery, Fertilizers, Power, Chemical, Cement industries in Jamnagar, Gandhidham, Veraval territory.	Jamnagar

MAJOR CUSTOMER HANDLING

- Reliance
- Jindal Saw Limited
- IOCL
- Ultratech Cement
- ESSAR OIL
- L & T Group
- OPAL
- IFFCO
- APL
- TCL
- ONGC
- GEB
- CGPL
- ESSAR Steel
- GSFC
- Project (Petro Chemical /Oil /Gas /Power)
- Adani Port
- NTPC
- GIPCL
- Ambuja Cement
- KRIBCHO
- GNFC & Others

MAJOR APPLICATION DEVELOPED, PROJECT EXECUTED & WORK EXPERIENCE

- ✓ Business developed of Pipe support, Corrosion under insulation, pipe line strengthening and tank and vessel internal coating in Reliance Industries Limited – Jamnagar, Dahej, Vadodara and Hazira
- ✓ Crude service vessels Internal coating business development & job executed at L & T
- ✓ Internal Tank, Column, Vessels& Scrubbers coating business developed at Tata chemical, ESSAR, Adani power, IOCL and RIL
- ✓ Vinyl Ester Glass Flake coating in Internal Pipe line and FGD system in L & T, GE, NTPC, IOCL project in India
- ✓ Epoxy Glass Flake Coating Sea Water Service Duct internal coating business development and Job executed APL & TATA Group.
- ✓ Surface Tolerant coating business development in coastal belt customer Like Ultratech, APL, CGPL, Mundra Port, KRIBCHO and ONGC.

OTHER APPLICATION DEVELOPED & JOB EXECUTED

- Seawater service & chemical handling pumps, valves internal & external coating.
- FGD Internal coating.
- Chemical resistance linings / self-levelling floorings.
- Heat exchanger & condenser tube sheet coating.
- CW duct internal coating
- Chimney coating
- Chemical Service Tanker' Internal/ external Coating
- Internal /external pipe line coating.
- Pipe line strengthening.
- Internal MS tank & vessel coating in various process conditions.
- Structural coating.
- ETP Tank Internal Coating
- Acid resistance coating vs rubber lining
- Dielectric coating Infront of electrical panels

KEY SKILLS

- Determine marketing objective and prepared annual budgets
- Planning marketing activities in conjunction with company's growth plan and working out strategies to execute the plan
- Developing marketing report to be presented at the meeting of management.
- Managing the team of Sales Engineer, DSO and Technicians

STRENGTH

- Energetic and result oriented.
- Proactive and influential communication style.
- Focus on market
- Exposure of Industrial marketing
- Excellent Communication and liaison skills.
- Problem solving skills.
- Understanding the Application and Problem Observation
- Right Product suggested with Application Procedure
- Technical convinced on Table discussion
- Proper Job planning and executed before deadline
- Job Inspection and QC checked
- Believe for repeated order and Customer Feedback

ORGANIZATION SCAN

- 1) **Since May 2018 - Continue** working with Aashish Coating Technologies Pvt Limited as a Marketing Manager posted at Vadodara, INDIA.

Responsibility for marketing and new business development in Gujarat along with New Project (All India Petrochemical, Oil, Gas & Power sector) for Vinylester Glass Flake Coating, Polyester Glass Flake coating, Epoxy Glass Flake coating, Ceramic Coating and Paint range products and applications.

PREVIOUS ASSIGNMENTS

- 2) **January 2015 - April 2018** working with Valency Compounds Services Pvt Limited as Manager posted at Vadodara, INDIA.

Responsibility for Sales & Marketing, business development of western India of Gujarat market for protective coating along with MWA business.

Responsibility - Played key role for anti-corrosive coating /Di –electric coatings / Fire stops cable coating application development on Vadodara /Bharuch /Dahej /Surat area.

- 3) **July 2011 – Dec 2014** with **Stanvac Chemical India Limited** as a Sr. Area Manager posted at Vadodara, INDIA.

Responsibility for marketing and business development of Vadodara, Bharuch and Dahej market with the help of service team in Petrochemical, Refinery, Fertilizers, Pharmaceuticals and Chemical plants.

Application /Product Range:

- Protective coating
- Industrial Aerosol
- Maintenance welding alloys
- Electrical Insulation Coatings/tapes
- Adhesive & sealants
- Fire Suppression coating
- Specialty Greases & Lubricants

- 4) **June 2008 – July 2011** with Nicco Engineering services Limited as a Sr. Sales Engineer posted at Vadodara, INDIA
Area of Operated: Gujarat - Ankleshwar, Bharuch, Baroda, Ahmadabad, Jamnagar & Gandhidham territory.

Responsibility of Sales and marketing, business development of Belzona® range of cold polymeric compound in Refinery /Chemical / Steel Plant/Glass/Cement /Power/Fertilizers / Pharmaceuticals with the help of service team.

5) **Jan 2006 – 2008** work with Innovative Solution Inc (who was authorized dealer of HENKEL LOCTITE ADHESIVES TECHNOLOGIES INDIA PRIVATE LIMITED) as a Sales Engineer posted at Jamnagar, INDIA.

Responsibility of Sales and marketing, business development of Loctite ® range of **Adhesive /Anaerobic /Silicon Sealant/Industrial Aerosol, Cleaner and degreaser** in Reliance Industries Limited, Essar Oil, Tata Chemicals, GEB and other customers.

PROFESSIONAL CARRIER ACHIEVEMENT

My professional carrier since 2006 to till date achieved all the targets which were assigned by the company in the fixed period of time.

EDUCATION

- Diploma in Mechanical Engineering from SCTE & VT, Orissa, INDIA 2005
- Intermediate Science from Council of Higher Education, Orissa, INDIA 2002
- Matriculation from Board of Secondary Education, Orissa, INDIA 1998
- MS Office /Internet

PERSONAL DETAILS

Name	: Ganesh Mallick
Nationality/Religion/Cast	: Indian/Hinduism /General
Sex	: Male
Age	: 38 Years
Marital Status	: Married
Language known	: English, Hindi, Oriya & Gujarati
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DECLARATION

I do hereby declare that all the statement furnished above is true complete and correct to the best of my knowledge and belief.

Thanking you,
Ganesh Mallick.
Vadodara, Gujarat, INDIA

Email: ganesh.belzona@gmail.com