

A corrosion challenge assessor and solution provider with an unmatched track record of 15 years in effectively all Industries corrosion & Erosion. Using our robust composites which protect the equipment to prevent further degradation and prolong the life of the valuable assets. Tendering, Cost Analysis, Applicator, Negotiation & Management; Targeting to express Potential in senior level assignments with an esteemed organization across the entire of Protection Management Potential in senior level assignments with an esteemed organization across the entire of Protection Management.....

✉ Sankhadip1986@gmail.com

☎ +91- 9083299833; 9932551308

in <https://www.linkedin.com/in/sankhadip-mondal-60837b220>

Core Competencies

Strategic Industries for Prevention of Corrosion & Erosion at Different Industries

Problem Identified and Solved

Ideas or Innovations introduced

Procedures or systems developed, implemented or optimized

Revenue or Sales increased for the Company.

Tendering & Costing

Analysis Applicator & Negotiation

Target Planning & Execution

Quality Assurance & Control

SOP Management

Team Management & Leadership

Profile Summary

- Result-oriented versatile & achievement-driven professional with an experience of meeting business needs in a fast paced, expanding environment; focused on Prevention Corrosion and Erosion. Development our product in finding area and application, after application customer satisfaction. Managing a wide spectrum of tasks in **Strategic Sourcing, Applicator & Dealer Evaluation, Negotiation Management, Service Contracting, Project Management, Materials Management, and Spend Analysis.**
- Proven expertise in **driving projects related to material supply planning, supply-demand matching and Revenue generate**; excels in developing and executing demand plan that enables to meet delivery & production objectives.
- Notable success in identifying & developing **potential Dealer & Applicators** for execution of required material and achieving cost effectiveness by executing **cost negotiation** on the basis of **Quantity, Future Expansions.** Assessing performance of Dealer and applicator on competitiveness & reaction capabilities; negotiating with Dealer on prices & agreements and finding measures to improve the performances evaluated on various criterions such as percentage for rejections, quality improvement rate, timely delivery, revenue collection, & so on.
- Distinguished capacities of **improvement & developing application or procedures** to implement Products, Revenue collection, applicator control for assuring SOP of materials and application in accordance with **Just-in-Time Monitoring schedules.**
- Our robust composites which **Protect** the Equipment to **Prevent** further degradation and **Prolong** the life of the valuable assets. Competent in **managing application, minimizing cost-holding expenses** and ensuring adherence to optimum product level, thereby reducing Maintenance & saving per year maintenance cost saving without hampering production.
- Effective in **implementing cost saving measures** within operations to achieve reduction in terms of identification the problem and apply the proper products with follow SOP.
- Insightful experience in directing the **evaluation of bids & negotiation, review of contracts** as per contract effectively prepared cash flow, schedules in pre & post tender documents i.e., technical terms & conditions, fiscal terms, conducted negotiation meetings, reviewed & scrutinized services tender & soon.
- **Success Story – Solution - Results**

Career Timeline



Work Experience

January'24 to October'24: Demech Chemical products Pvt.Ltd , Specialty Coating Division , Haldia As Sr. Sales Executive – Development & Marketing

Significant Highlights:

- Demech Chemical is engaged in providing products and long term solutions to industries for prevention of corrosion, abrasion, and erosion of equipment such as pipeline, FGD, tanks, vessels, pumps, ducts, chimneys, structures and flooring.
- Company has enlarged its product range in all types of high performance specialty coatings such as Glass flake composites, Elastomeric Polyurethanes, Ceramic liners, Chemical Resistant coatings and metal powder embedded compounds.
- A wide range of industries are being served by us including Power, steel, Petrochemicals, Oil and Gas, Mining, Fertilizers and Chemicals, Cement, Paper, Marine, Sugar and Water, Waste Water treatment.

September'22 to December'23: Tata Steel Limited _ Graphene , Paints Division , Kolkata As Territory Sales Manager – Development & Marketing

Significant Highlights:

- Participating in Launching of Paints Business under Tata Steel Limited brand as a New Materials Business in Paint market.
- Organization making the magic of Graphene commercially available in multitude product applications this unit has emphasized on delivering products and solutions solely focused on the use of Graphene.
- **Tata Steel** is engaged in providing products and long term solutions to industries for Prevention of Corrosion and Erosion of equipment such as Pipe line, tanks, vessels, Pump, ducts, Chimneys, Structures.
- Almost all corrosion and erosion related problems faced by industries. Graphene is an allotrope of carbon consisting of a single layer of atoms arranged in a two dimensional honeycomb lattice. The name is a combination of the word "Graphite" and the suffix-end, reflecting the fact that the graphite allotrope of carbon consists of stacked Graphene Layers.
- Graphene is a transparent and flexible conductor that holds great promise for various commercial applications.

July'19 to August'22: Demech Chemical Products Pvt. Ltd, Specialty Coating Division, Haldia As Business Development Executive(Marketing & Development)

Significant Highlights:

- Demech Chemical is engaged in providing products and long term solutions to industries for prevention of corrosion, abrasion, and erosion of equipment such as pipeline, FGD, tanks, vessels, pumps, ducts, chimneys, structures and flooring.
- Company has enlarged its product range in all types of high performance specialty coatings such as Glass flake composites, Elastomeric Polyurethanes, Ceramic liners, Chemical Resistant coatings and metal powder embedded compounds.
- A wide range of industries are being served by us including Power, steel, Petrochemicals, Oil and Gas, Mining, Fertilizers and Chemicals, Cement, Paper, Marine, Sugar and Water, Waste Water treatment.

Nov'12 to June'19: Arcon Udyog , IOCL Haldia Refinery As Purchase Manager (Purchase & Procurement)

Significant Highlights:

- Arcon Udyog has made a name for itself in the list of top service provider of in India. Trade India's list of verified companies offering wide array of etc.
- Fabrication in his own workshop, Fabrication materials are Stainless steel structure, Silo (MS&SS), Hopper(MS&SS), Tank, Structures , Air Tight Doors, Auto Sliding Doors, Blast Proof Doors, Fair Proof Doors, Press Steels Doors etc.
- All types of mechanical and Civil work done by Arcon Udyog. Client are; IOCL, BPCL, HPCL, HUL, IRCL, HDC, ADANI, EMAMI etc.

March'09 to June'12: Nissin ABC Logistics Pvt.Ltd , MCPI Haldia As Logistics Executive

Significant Highlights:

- Nissin ABC was awarded by Mitsui Advance Composites India Private Limited for Excellence in cost reduction in their plant operational activities and improves in dispatch process.
- Air Freight forwarding, Ocean freight forwarding, Custom Brokerage Service, 3PL (Warehousing, Distribution, transportation), In-Plant Logistics, Project Cargo Movement.

Roles Across The Career

- 3 Years 8 month experience in Demech Chemical Products Pvt. Ltd (Pune) in the Posting of Business Development Executive with an Excellent in Corrosion & Erosion in Oil & Gas Chemical Industries at Haldia , Kharagpur , and Kolkata Location, Posting at Haldia.
- 1 Year 3 month experience in Tata Steel Limited Paint Division (Kolkata) in the Posting of Business Development Manager at Eastern Region.
- 6 Years 7 months experience in Arcon Udyog ; IOCL Haldia Refinery in the position of enterprise Resource Planning system with an Excellent grip in Purchase & Procurement Manager and Purchase accounting System.
- 4 Years sound knowledge of Logistic Executive in a Multi- national company. Nissin ABC Logistics Pvt.Ltd at MCPI site Haldia.
- An astute planner, strategist & implementer with demonstrated abilities in devising Purchase & Marketing activities for the acceleration of business growth.
- Experience in Industrial Purchase & Sales with exposure to various industries like Oil & Gas, Petrochemical and Construction.
- Experience in Industrial Corrosion & Erosion at different Industries(Oil & Gas , Fertilizer and Chemical, Cement, Power, Steel, Water & Waste Water Treatment).

Erosion Corrosion is a degradation of material surface due to mechanical action, often by impinging liquid, particles Suspended in fast flowing liquid or gas , bubbles or droplets, cavitation's etc.

Customer Name:

Indian oil Corporation Limited(Haldia & Paradip) , Hindustan Unilever Limited (Haldia & Bihar) , Haldia Petrochemicals Limited(Haldia) , ECL(Kharda & Haldia) ,Haldia Energy , Tata Power & Steel , Tata Chemicals(Indorama) , Dhansheri Petrochemical , Adani Wilmer, Emami Egrotech , Reliance Industries, Renuka Suger , Tata Metaliks , Agis , Ruchi Soya , UPL , IOCL Petronas , HDC(Haldia & Kolkata) , Bridge & Roof , L&T Hydrocarbon , Tata Hitachi , Budge Budge CESC, PHDPL(Haldia & Paradip) , PHBPL(Haldia, Mourigram & Bolpur) , IOCL Pipe Line Division, BPCL(Haldia & Budge Budge) , HPCL(Haldia & Paradip) , IFFCO(Paradip) ,Tuaman Kolkata ,Skipper , Jindal , Techno Electric , Rashmi Group, Shakambhari Ispat , SRMB , Shyam Steel , Kolaghat Thermal Power , Ramco Kolaghat etc

Personal Projects

- Internal Coating: River Intake Pipe Internal Coating (Fire Water Internal) at IOCL Haldia Refinery. DM Tank Internal Coating (Degasser and Acid Storage).
- Composite Repair: It was Annual Rate Contract Job against Pipe, Tank and Structure that is called Strengthening Job. Maintain ASME PCC2 Formula.
- Polymer Based Chime area Protection: Above ground storage tank annular plate protection system with elongation properties that is called Tank Boot Sealing System.
- Protective Coating: Heat Exchanger Water Box Coating, Pump Casing Coating, Chimney, FGD, ESP Coating.
- MRO Product: It is used in Maintenance, Repair and Operation work. Metals develop in erosion and corrosion area, where strictly stop hot work.
- OEM Client (Powder Coating): Exide Industries making Battery, there are using the Powder Coating(Various RAL) Inside and Outside of the Battery box and IFB making Washing machine , there are using the Powder Coating hole side of Brackets and Tray.
- Bituminous Paint: These Products are used on Duct Iron Pipe External Coating. User are Tata Metallic and Rashmi Metallic etc.

Education

- **Bachelor Of Science (B.SC Pass) From Vidyasagar University**, Aggregated Marks 553 and Year of Passing 2009.
- **Higher Secondary Qualification (HS) from WBCHSE**, Aggregated Marks 423 and Year of passing 2004 .
- **Secondary Qualification (MP) from WBBSE**, Aggregated Marks 391 and Year of Passing 2002.

Certifications

- BSTCW : Basic Standards Of Training.
- Certification and Watch Keeping (Fire & Safety in Seafarers).Seafarer's
- Identity (CDC) : KOL114523

IT Skills

- Computer Application: Diploma In Information Technology (DITA).
- Certificate In Financial Accounting System (CFAS).

Personal Details

Name	: Sankhadip Mondal
Father's Name	: Gobindalal Mondal
Date of Birth	: 29-04-1986
Address	: Vill. – Parbatipur P.o. – Golapchak P.s. – Sutahata Dist.- Purba Medinipur. West Bengal, Pin- 721658.
Nationality	: Indian
Sex	: Male

Declaration

I hereby declare that the above particulars stated by me are true to the best of my knowledge and belief. If any discrepancies are detected by the authority, then I will be responsible for that.

Place : Haldia.

Date :

Signature

(SANKHADIP MONDAL)