

OBJECTIVES

Assignments in Business Development / Techno-Commercial Operations/ with an organization of repute.

Summary

- 1.** Over **26 years** of progressive experience in cross functional areas such as Industrial
 - 2.** Marketing; Techno-Commercial Operations and Project Management.
 - 3.** Currently working with **CORRTECH INTERNATIONAL LIMITED** as **Sr. Manager Business Development** at Gurgaon in Infrastructure Division.
- **Bid Management and Leadership:**
 - 1.** Lead the end-to-end bid process, serving as a Sr. Manager Business Development and overseeing the team's performance.
 - 2.** Ensure timely and high-quality delivery, including comprehensive assessments (technical, commercial, capex, regulatory, financial, and risk).
 - **Risk Management:**
 - 1.** Track and manage risks throughout the bid process.
 - **Strategic Roadmap Development:**
 - 1.** Prepare strategic roadmaps for both domestic and international markets.
 - 2.** Translate roadmaps into actionable strategic, business, and operating plans.
 - **Bid Documentation and Engagement:**
 - 1.** Prepare bid documents, attend pre-bid meetings, conduct site visits, and respond to queries. Manage the entire bid submission process.
 - **Consultant Management:**
 - 1.** Identify required consultants for each bid, define their scope of work, negotiate contracts, and manage their deliverables.
 - **Internal and External Stakeholder Engagement:**
 - 1.** Collaborate with internal CORRTECH teams for bid preparation and execution.
 - 2.** Work with consultants (e.g., Big 4) and international players for market intelligence and local partnerships.
 - **Partner Due Diligence:**
 - 1.** Identify and assess local partners for overseas projects, conducting due diligence and presenting recommendations.
 - **Financial and Business Modeling:**
 - 1.** Develop financial and business models for bids and post-bid implementation and transition plans.
 - **Departmental Planning and Budgeting:**
 - 1.** Prepare the department's Annual Operating Plan (AOP) and budget.
 - **Growth Exploration and Market Analysis:**
 - 1.** Explore growth opportunities and new geographies, conducting go/no-go analyses for senior management.

Proficiency Forte'

Business Development

- Identifying prospective clients, generating business from new accounts & developing them to achieve consistent profitability.
- Building and maintaining healthy business relations with major clientele, ensuring maximum customer satisfaction by achieving delivery & quality norms.

SUJOY SENGUPTA

Cell: +91-6290253432

sujoyemc@gmail.com

Documentation

- Preparing documentation and correspondence of finance schemes, bills, and reports for the office and evaluating correspondence & preparing responses as appropriate.
- Gathering / updating data to maintain departmental records and databases & establishing and maintaining files and records for the office.

Employment Profile with Milestone

Employment History

1. From March 2024 to Present Date Corrtch International Ltd..

- Review the identified bid opportunities for Water, Railway & Highway for the Company, shortlist and initiate to bid for the same.
- Review of bid price and approve in consultation with Management.
- Explore JV Partners for qualification gaps.
- Any required action as desired / directed by Management on time to time.

2. Since May 2018 to February 2024 with BTL Limited as Sr. Manager Business Development for POWER System & Civil Infrastructures Project business across India.

Significant Achievements:

- Pre-Qualified in OHE Work Gr. 189 at Punjab for Railway Electrification of Rs.217 Cr.
- Secure contact of INR. 79 cr. At Sidcule Uttarakhand Industrial Project from Kirbey International.
- Received Contract of INR. 110 Cr. From Adani Infrastructures at Gujarat.

3. Since December 2015 to April 2018 with Shapoorji Pallonji Company PVT. LTD.As Manager Business Development for Eastern Zone.

- Engaged in all activities related to Corporate Affairs for company's business growth and Future prospect of profitable customer relation.

4. Since August 2015 to November 2015 with Skipper Limited as Manager Business Development Underground pipeline projects in infrastructure sector with primary responsibility for business growth through strategic positioning of company nationally& internationally.

Significant Achievements:

- Pre-Qualified in Uttrakhand Urban Sector Development Invest Program (UUSDIP) Through international JV route for Under Ground Water & Sewerage package.
- EPC transmission project - 400 KV Multi-circuit portion of Punchkula Patiala project.

SUJOY SENGUPTA

Cell: +91-6290253432

sujoyemc@gmail.com

5 February 2012 to July 2015 EMC LIMITED as Manager Business Development for Railway Infrastructure Business with primary responsibility for Business Growth through Strategic positioning of the company in the Railway Infrastructure sector nationally and internationally.

Significant Achievements:

6. EMC LTD. (Feb12- to July 15)

- Responsible to open new department to bring Railway Business within India & abroad.
- Strategy making for Business growth activities for all new opportunities
- Techno-Commercially sound and dealt with tendering i.e. preparing bids, making necessary analysis for quoting a price to attract the tender in organization's favour
- Analyze market trends to identify business segments for growth & formulate business strategy.
- Execute marketing strategies and realize annual business targets.
- Liaise with consultant and client to ensure compliance with tender requirements.
- Liaison with Engineering, Procurement, Contracts & Estimation to make bidding fruitful.
- Finalization of vendors, JV partners.
- Estimation, tendering and vendor development.
- Monitoring, progress & cost with emphasis on compression of cost.
- Review with top management, and budget preparation.
- Review proposals and estimates to ensure completeness and compliance with standards and procedures.
- Meet with client to discuss proposal and negotiate to final decision stage.
- Monitor and review the project progress.

7. Abhijeet Group (Feb11-Feb12)

Overall in charge for business development of all major infrastructure projects in Eastern India, Bangladesh, Nepal & Srilanka.

8. IVRCL Infrastructures & Projects Ltd. (Jan'09-Feb11)

- Documentation, Negotiation with client (KMDA) for 4 lane flyover at Kolkata & secured contact of INR. 164 Cr. On behalf IVRCL.
- Negotiation with client (IOCL) for Paradip project staff quarter of INR. 74 Cr.
- Coordinated with KMRC for underground Tunnel Boring work of East-West Metro Railway at Kolkata. Also worked with JV partner (Doosan Engineering Korea), Design Consultant Systra for Metro project.
- Negotiating with KMDA for flyover work various park of Kolkata "JNNURM" Project.
- Also negotiating with various Government & Corporate clients for various tenders all over India.

9. Simplex Infrastructures Ltd. as Business Development Officer (Jul'03- Dec'08)

- Apt at preparation of prequalification documents, tender documents matching with clients criteria.
- Sourcing Tender from various web sites, paper add, Exiting clients.
- Over all in charge of submitting of techno-commercial offer to client.
- Reporting to VP business development.

SUJOY SENGUPTA

Cell: +91-6290253432

sujoyemc@gmail.com

Achievement:

- Bagged contract worth INR.650 Cr. for elevated express way at Mumbai. For Simplex.
- Bagged contract worth INR.180 Cr. for building project from Seth Developers at Prabhadevi in Mumbai. For Simplex
- Bagged contract worth INR.225 Cr. for cement plants of ACC in Chandrapur near Nagpur for Simplex.
- Hydrel Power Project of NHPC sub contract from Patel Engineering of Rs. 125 Cr. For Simplex.

10. General supervisor at ABCON (Jan 1998 - Jun'03)

Academia

10. B. Sc, from Calcutta University

11. PGDBM on Marketing Management from IMT Ghaziabad