|  |
| --- |
| C:\Users\astha.vaish\Desktop\Salil%20_%20Image_doc.jpg  SALIL KUMAR GANGULY  **SENIOR MANAGEMENT PROFESSIONAL**  Enterprising leader & planner with a strong record of contributions in streamlining operations, invigorating businesses, heightening productivity, systems & procedures targeting assignments in **Sales & Marketing, Process Design & Plant Commissioning and People Management**   salil.nalco@gmail.com  +91-9831054417 |
| knowledge24x24icons Profile Summary |
| Extensive experience in managing multi-diverse functions in multi-site global environment with career success in developing & executing business strategies to accomplish **top & bottom-line profitability**.  **Decisive, strategic and performance-driven professional** with experience of augmenting business, penetrating new markets for business excellence, managing sales & marketing planning through market sizing, target setting & distribution across geographies by utilizing strong business & commercial acumen. **A principle executive ‘point of contact’** for the company for ensuring that appropriate business strategies are in place and are acted upon as per the priorities.  **Added value to the efforts of the organization** and drove organizational objectives by successfully managing contracts, clients, business & proposal development, sales & marketing, techno-commercial operations, project financials. **Impressive success in achieving profit, and business growth objectives** within start-up, turnaround & rapid-change environments.  Rich experience in the **field of mineral processing plant operations** and process & plant design. Expertise in **providing leadership & consultancy on operations & maintenance** of mineral beneficiation plant including **Coal, Iron, Sulphide, Rock Phosphate, Fluorspar, Rare Earth** as well as design & building any mineral processing plant, starting with ore mineralogy to process plant design.  Impeccable record of leading high performance teams, implementing continuous improvement programs, **partnering with major industry players** & stakeholders. Excellence in managing **annual target in the range of INR 450 to 500 Crores- 65-70 M US$.** |
| core24x24icons Key Impact Areas |
| |  |  |  | | --- | --- | --- | | SBU Management | Market Share/ CAGR/ P&L Growth | Sales & Business Development | |  |  |  | | Project Management/ Leadership | Client/ Stakeholder Engagement | Operational Excellence/ Improvement | |  |  |  | | Process Plant Design/ Operations/ Commissioning Consultancy | Strategic Alliances & Partnerships | Team Building & Leadership | |  |  |  | |
| career24x24icons Career Timeline  See the source imageSee the source imageSee the source imageSee the source image  **1980-1992**  **Sr. Engineer (Process)**  **1992 to 1996**  **Sr. Design Manager (Process)**  **1996-2013**  **Sales Manager, India & SEA**  **Since 2013**  **Vice President Mineral Beneficiation** |
| Work Experience |
| **Since May’13 with McNally Bharat Engineering Co. Ltd., Kolkata, India as Vice President, Mineral Beneficiation**  **Key Result Areas:**   * Working as Head of Engineering (Process) and planning, organizing, directing, & controlling operations through business excellence philosophy * Rendering support to SBU- Mineral Processing / Oil & Gas/ Fertilizer & Chemicals as Head of Process Engineering * Leading a team of 50 qualified designers from all engineering disciplines and drafting hands * Managing an annual target in the range of 450 to 500 crores (INR): 65-70 M US$ * Heading business operations with key focus on bottom line profitability by ensuring optimal utilization of resources * Liaising with mgmt. for evolving strategic vision, driving change, improvements and infusing new ideas for next level performance * Establishing operational strategic target plan & vision for driving business growth to achieve targeted departmental goals & KPIs; maintaining effective cost controls, capital and assets * Mentoring, motivating & monitoring the performance of team members to ensure efficiency in process operations; organizing regular periodic meetings & trainings for staff for discussing issues and devising solutions for same * Expanding business in the assigned territories and consistently improving profitability of the company; identifying new streams for long-term revenue growth * Collaborating with mgmt. to prepare annual business plans, budgets and cash flow and reviewing the same periodically * Ensuring physical and commercial closure of projects with support for P&L responsibility   **Major Projects:**   * Led the successful execution of total engineering deliverables & plant commissioning: * 250 TPH Pet-coke Handling Package for Manali Refinery, Chennai Petroleum including Pipe Conveyors, Circular Stacker & Re-claimer, Wagon & Truck Loading – 230 Cr * 2.7 MMTPA Pb-Zn Beneficiation Plant (Retrofitting) for Hindustan Zinc at Zawar Mines, Udaipur – 160 Cr (27 M US $) * 2 MTPA Pb-Zn Beneficiation Plant for Hindustan Zinc at Zawar Mines, Udaipur- 300 Cr (43 M US $) * SA & Africa: Worked on NOKENG Fluorspar Beneficiation Project for Sepfluor, SA- Order with value – 85 M US$   Previous Experience  **1996-2013 with Nalco Chemicals, An ECOLAB Company, Kolkata, India as Sales Manager, India & SEA, Global Mining Division (Mining & Mineral Processing)**  **Highlights:**   * Steered efforts in developing new business accounts and maintaining existing customer relationships * Drove the sale of programs to the related market place in Coal, Alumina, Non-ferrous, Iron, Phosphate Fertilizers and Earth Minerals in India & SEA * Headed a team of 3 Managers and 35 Sales Personnel to maximize market share & profitability through aggressive & speedy implementation of SMP and value-driven strong customer relationship management * Mentored sales force including different SBU Sales Representatives in Thailand, Malaysia, Laos, Vietnam, Philippines & Indonesia * Contributed in ensuring zero accident in the entire tenure as a Manager * Augmented SBU sales revenue five-fold in the last 9 years with profit growth with a CAGR over 15% in the same tenure * Streamlined & turned around struggling fertilizer business through in-house product & application development * Pioneered the set-up of SBU Equipment Solution Team and successfully executed more than US $4 Million engineering projects at various Coal and Alumina Customer Sites * Coordinated for controlling and reducing DSO (Days Sales Outstanding) * Bagged prestigious award ‘Salesman of the Year’, Global Mining in 1998 & 2000 * Conferred with “Winner Circle” as District Manager and “Chairman’s Club” multiple times * Appreciated as “Repeat Performance Master”   **1992-1996 with McNally Bharat Engineering Co. Ltd., Kumardhubi, Bihar as Sr. Design Manager (Process)**  **Highlights:**   * Led Process Engineering & Design Team to quote turnkey projects * Collaborated with multilocational and different functional divisions/groups to effect and ensure timely project execution * Worked as Lead & Sole Design Manager for two big mineral processing plant projects-Fe Ore Washing at Fomento, Goa and Flotation Plant at KIOCL   **1980-1992 with Hindustan Zinc Ltd., Udaipur / Agucha Mines, Rajasthan as Sr. Engineer (Process)**  **Highlights:**   * Monitored milling & quality operations of 4000 TPD Lead-Zinc beneficiation plant as Probationer Trainee * Led process automation in close association with AMDEL, Australia as Assistant Plant Manager * Associated with RTZ, UK between 1987 & 1990 in the process design for Rampura Agucha Mine (Complex Lead & Zinc Ore Body) on mobile 4 TPH SALA Plant * Acted as Process Lead and Revamping Team Leader for Maton Rock Phosphate Beneficiation Plant * Worked at Rampura Agucha for the project execution and contributed in commissioning the plant in 1991   Z:\Approved_ResDev_Repository\Formats\Visual Resume Formats 2015-16\Icons\workshop24x24icons.png Courses/ Trainings   * Actively attended various training sessions like Leadership Management Training, Situational Leadership, Counsellor Sales Person and Versatile Sales Person, Value Engineering & Stress Management |
| edu24x24icons Education   * **Post-Graduation in Mineral Processing** from Indian Institute of Technology, Kharagpur in 1980 * **BE (Chemical Engineering)** from NIT Durgapur in **1978** |
| personaldetails24x24icons Personal Details |
| **Date of Birth:** 1st January 1957  **Languages Known:** English & Hindi  **Address:** Flat No. 2F, Tolly Gardens, 4 Moore Avenue, Tollygunj, Kolkata-700040  Cell # +91 98310 54417 |