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| C:\Users\astha.vaish\Desktop\Salil%20_%20Image_doc.jpgSALIL 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$.**  |
| core24x24icons Key Impact Areas |
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| SBU Management | Market Share/ CAGR/ P&L Growth | Sales & Business Development |
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| Project Management/ Leadership | Client/ Stakeholder Engagement  | Operational Excellence/ Improvement |
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| Process Plant Design/ Operations/ Commissioning Consultancy  | Strategic Alliances & Partnerships | Team Building & Leadership |
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| career24x24icons Career Timeline See the source imageSee the source imageSee the source imageSee the source image**1980-1992****Sr. Engineer (Process)****1992 to 1996****Sr. Design Manager (Process)****1996-2013****Sales Manager, India & SEA****Since 2013****Vice President Mineral Beneficiation** |
|  Work Experience  |
| **Since May’13 with McNally Bharat Engineering Co. Ltd., Kolkata, India as Vice President, Mineral Beneficiation****Key Result Areas:*** Working as Head of Engineering (Process) and planning, organizing, directing, & controlling operations through business excellence philosophy
* Rendering support to SBU- Mineral Processing / Oil & Gas/ Fertilizer & Chemicals as Head of Process Engineering
* Leading a team of 50 qualified designers from all engineering disciplines and drafting hands
* Managing an annual target in the range of 450 to 500 crores (INR): 65-70 M US$
* 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

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| edu24x24icons Education* **Post-Graduation in Mineral Processing** from Indian Institute of Technology, Kharagpur in 1980
* **BE (Chemical Engineering)** from NIT Durgapur in **1978**
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| personaldetails24x24icons Personal Details |
| **Date of Birth:** 1st January 1957**Languages Known:** English & Hindi**Address:** Flat No. 2F, Tolly Gardens, 4 Moore Avenue, Tollygunj, Kolkata-700040Cell # +91 98310 54417 |