



Summary

Dynamic engineer with 6.5 years at Siemens driving sales for automation and electrical protection solutions across energy and infrastructure sectors. Skilled in techno-commercial strategy, cross-functional leadership, vendor management and driving cost-effective customer solutions.

Professional Experience

Sr Executive Engineer, Business Development | Siemens Limited | Mumbai

- Led technical discussions and closed high-margin deals for the Mumbai–Ahmedabad High Speed Rail Corridor project at INR 280 million, successfully upselling advanced digital protection systems to meet stringent international standards.
- Drove end-to-end customer engagement for the Numaligarh Refinery Pipeline project (INR 178 million), negotiating complex commercial terms and delivering value-added solutions that significantly enhanced system reliability.
- Leveraged CRM tools for opportunity qualification and customer segmentation, developed in-depth knowledge about competitor's offerings and formulated targeted market strategies that led to a 20% increase in Siemens' market share for Medium Voltage Switchgears in FY 2024.
- Negotiated new rate contracts with key suppliers, resulting in a 12% reduction in procurement costs year-on-year.
- Strengthened strategic account management and fostered long-term customer loyalty, resulting in a 6% increase in profit margins on overall order intake from FY 2023 to FY 2024.
- Mentored 3 engineering interns, overseeing successful delivery of automation sub-projects and client interactions, improving internal productivity by 15%.

Executive Engineer, Technical Sales | Siemens Limited | Kolkata

- Managed 15+ key accounts across Eastern India, including top-tier clients in the energy and steel industries, contributing to over INR 300 million in annual revenue.
- Generated over 100 qualified leads annually by collaborating with pre-sales teams and leveraging deep market intelligence, converting 60%+ into active enquiries.
- Established and expanded Siemens' market presence in the Chhattisgarh region, onboarding 5+ new industrial clients and contributing over INR 100 million in new business within two years.
- Resolved a critical delivery delay for a major client during the global semiconductor crisis by coordinating cross-functionally with manufacturing and leadership teams, enabling on-time delivery and preventing estimated production losses worth INR 50+ million.
- Negotiated contracts and payment terms with key customers, ensuring timely cash flow and improving receivables cycle by 15% across major projects.

Education

Bachelor of Engineering (Electrical), *Jadavpur University, Kolkata | India*

Accomplishments

- Werner Von Siemens Country Award - Recipient of the prestigious Werner von Siemens Country Award in 2024 for Excellence in Customer Centricity, recognizing outstanding contribution to client satisfaction and delivery excellence on high-impact projects.
- Siemens Star Award - Won Siemens Star Award seven times in FY-24 for my contribution to order intake, sales margin and acquiring 10+ new strategic customers.

Certifications

Lean Six Sigma Green Belt, *KPMG*

Excel Skills for Business: Advanced, *Macquarie University, Sydney*

Corporate Finance Essentials, *IESE Business School*

Finance for Non-Finance Professionals, *Rice University*

Applying Digitalization to Business, *Siemens*

Complete Python Bootcamp, *Udemy*

Extra-Curriculars

- Organizer – Sanskriti 2018, Jadavpur University: Part of the organizing committee of Sanskriti 2018, which is the annual cultural fest of Jadavpur University spanning 7 days and contributing towards logistics, sponsorship, event coordination and stage management.
- Event Lead – Decisia, Convolution 2017, Jadavpur University: Led the end-to-end planning and execution of “Decisia” (decision-making competition) at Convolution 2017, the official technical fest of Jadavpur University's Electrical Engineering Department.