

**ABUL BLAGH MOHAMMED ASLAM****Phone:** +91-9836194995**E-mail:** aslam_bcrec@yahoo.co.uk**LinkedIn:** <https://www.linkedin.com/in/abul-blagh-md-aslam-03961924/>

Scaling new heights of success and leaving a mark of excellence in assignments which involve analytical capabilities & professional growth in **Sales and Marketing / Business Development**

PROFILE SUMMARY

- Professional with more than 17.5 years of experience in Sales & Marketing and Business Development for Industrial Automation products in Railways, Metros, Renewable Energy and allied industries
- Successfully completed Advance Program for Marketing Professional, One year Certification from Indian Institute of Management (IIM) Calcutta
- Expertise in establishing product pricing, sales/ revenue targets and performance reviews; and account review/planning/Forecast.
- Skilled in steering business operations for the profit center with a view to realize pre-planned sales and revenue targets; formulating profit center budget for operational / business development activities.

KEY SKILLS

Direct Marketing
New set-up / start up
Sales Strategy

Key Account Management
Revenue Generation
Pipeline Management

Strategic Business Planning
Relationship Management
Revenue to Cost Ratio

ORGANISATIONAL EXPERIENCE**Regional Sales Manager- India & Middle East with Oleo (International) Buffers India Pvt. Ltd. May'20 till Present**

- Handling a team of sales executives and responsible for a business portfolio of 25 Cr.
- Responsible for formulation of Go to Market Strategy for Oleo and assisted the organization launch multiple new products and enter into Industrial customers. segment
- Launched two different ranges of competitive hydraulic buffers for India and generate new business of about INR 30L.
- Started Rail Business from India for the first time and got RFQs for all major Rolling Stock project in India.
- Worked on some of the prestigious project like, **Agra-Kanpur, BMRCL, CMRCL-II, DMRC-RS-17, IRPTO**
- Working with customers like **BEML, Alstom & BT, Siemens, CAF, Talgo, in Rail.**
- Handling Industrial business directly and working with customers like **Metso, HZL, L&T, SAIL, Vizag Steel, NTPC, JSPL, Mukund, Anupam, Federal, FAM India** and others.

National Sales Manager TE Connectivity India Pvt. Ltd. (Formerly known as Tyco Electronics) Sep'07 to May'20

- Achieved more than **\$3.5M** sales in FY19 as a RSM for North & East.
- Handling PAN India all major Rail customers including RDSO, CLW, DLW, Bombardier, RCF, MCF, DMW, BHEL,, CG, CAF, ICF, Siemens and all major OEMs suppliers of Indian Railway.
- Heading sales operations involve reviewing the pipeline health and sales process enhancements for North and East India & Bangladesh customers.
- Working with operational team to facilitate on time product delivery, resolution of issues and end customer experience
- Establishing product pricing, sales incentive plan, sales and revenue targets and performance reviews which includes Assessment and account review/planning with my team.

Achievements:

- Got **Vacuum Circuit Breaker** approved from Maha-Metro for Pune Metro worth \$1million.
- Getting RDSO approval for **High Voltage Cable Head Termination product** worth **\$2.5 million** potential annually.
- **Plug TCC-Low Voltage Cable assembly** approved in DLW worth \$700K.
- Approved two more products in Indian Railways worth **\$2 million. Fiber Optic Cable Assembly in CLW/DLW and Surge Arrester in CLW.**

- Developed Bangladesh **solar market** for the first time.
- Achieved **sales target** several years and the latest one was in 2019.
- Developed **industrial business** in North India and become 2nd highest zone in India.

Awards:

- Awarded twice as star of the quarter for developing new businesses for Railways.
- Awarded once for supporting other region team to get approval from RDSO- Team Player
- Awarded once for developing new business for solar and achieving overwhelming revenue.

Training / Seminar / Exhibition:

- Gained extensive training in Europe for more than two weeks in 2008 for all products of Industrial in TE.
- Participated in Inter-solar Exhibition, Munich in 2010 and 2011
- Trained people in exhibition held in Munich for EPC Product and Assembly of Connectors
- Received training on installation on TE product in Germany on several occasions
- Managed and organized Inter-solar Mumbai in 2011 and REIL in 2010, IREE 2018, 2016 (RDSO), ICF exhibition, REIL 2019 among others.
- Arranged seminar for solar products in Delhi.
- Arranged seminar in RDSO, CLW, DMRC, on several occasions.

Team Handling:

- Managing sales team in Oleo for India and Middle East market across all vertical including Industrial, Rail.
- Managed sales team for North & East as Regional Sales Manager in TE Connectivity and achieved our business goal with flying colors.

PREVIOUS EXPERIENCE

Nov'05 – Sep'07 with Godrej & Boyce Manufacturing Company Pvt. Ltd., Patna as Sr. Service Executive

Highlights:

- Awarded for achieving service sales target in 2005
- Worked with all government and private banks including RBI for Electronic Security Product
- Experienced in managing different types of telecom companies and other government organization
- Installed, commissioned and troubleshoot product like, access control system, intelligent door interlocking system, fire alarm, fighting equipment, CCTV and surveillance system

June'04 – Oct'05 with AKB Power Consultant Pvt. Ltd., Kolkata as Sr. Design Electrical Engineer

Highlights:

- Managed Electrical Design Team for designing and consultation of different captive power plant
- Worked as Design Engineer in designing and consultation for projects like Usha Martin CPP, Shyam Group CPP and Sova Power CPP in Eastern India

ACADEMIC DETAILS

- **Advance Program for Marketing Professional**, One year certification from **Indian Institute of Management (IIM) Calcutta**
- **B.Tech. (Electrical)** from Dr. BC Roy Engineering College, Durgapur in 2004

IT SKILLS

Salesforce.com (SFDC)
MS Team viewer
MATLAB

MS Office
BAAN
MultiSim

Microsoft Lync
AutoCAD

PERSONAL DETAILS

Date of Birth: 17th September 1978
Languages: English, Hindi, Bengali and Urdu
Mailing Address: aslam_brec@yahoo.co.uk