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SOCIAL LINK



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SKILLS

Top-ranked sales engineer

Strong prospector

Contract negotiation

Adept multitasker

Lead generation

Consultative sales techniques

Account management

Motivational and engaging style

Analytical problem solver

Leadership

Engineering Design & Drawing

Communication

MIHIR BARUA

✓ Experienced Electrical Engineer

✓ Expert Sales & Marketing

✓ Business Development

✓ Business Management



PROFESSIONAL SUMMARY

Well-versed Electrical Engineer with over 19 years of expertise in Sales, Marketing, Business Development & Management. Passionate and dedicated to delivering results through effective strategy planning, B2B & B2C sales management, key account management and market penetration. Proven track record in people management and risk management. Seeking a challenging position that offers opportunities for professional growth and enables me to contribute to the organization's success while maximizing my potential in the electrical engineering and business sectors.



PROFESSIONAL EXPERIENCE

BKS BD

Chief Executive Officer (CEO)
July 2023 – Present



Key Responsibilities:

⇒ Strategic Leadership and Vision ⇒ Operational Management ⇒ Financial Management ⇒ Sales and Business Development ⇒ Leadership and People Management ⇒ Regulatory and Compliance Management ⇒ External Relations and Networking ⇒ Innovation and Technology Leadership ⇒ Reporting and Communication ⇒ Sustainability and Corporate Social Responsibility (CSR)

Siemens Bangladesh Ltd.

Manager (Business Development)
December 2007 – June 2023



Key Responsibilities:

⇒ Managed pre-sales and sales of Siemens Low & Medium Voltage equipment across industries ⇒ Designed distribution networks for projects and systems ⇒ Prepared technical and financial proposals, including cost breakdowns for manufacturing, labor and project management ⇒ Supported installation, testing and commissioning of electrical systems ⇒ Led a 6-member team with a 600M BDT target, managing turnover and cash flow ⇒ Participated in sales, service and supply chain meetings to forecast targets ⇒ Reviewed sales targets, inventory and action plans ⇒ Reported directly to the VP & Division Head ⇒ Facilitated team efforts to ensure successful project execution and customer service, driving business growth

China National Electric Wire & Cable I/E Corp.

Project Engineer
August 2007 – November 2007



Project Title: Greater Chittagong Power Distribution Project Phase-III of 28Nos. 132/33/11 KV Sub-station extension & rehabilitation project of Bangladesh Power Development Board (BPDB)

Key Responsibilities:

⇒ Project works supervision ⇒ Project works co-ordination

Skodaexport Co. Limited, Czech Republic

Site Engineer
November 2006 – July 2007



Project Title: Shikalbaha 60MW Steam Turbine Power Plant Rehabilitation Project of Bangladesh Power Development Board (BPDB)

Key Responsibilities:

⇒ Project works supervision & co-ordination ⇒ Support to expert

TECH. PROFICIENCIES

SOFTWARE:

- AutoCad
- SIMARIS
- Microsoft Office Suite
- Windows 10/11

ANALYTICAL TOOLS

WORK_FLOW TOOL

COLLABORATION TOOL

IT SERVICE TOOL

HONORS & AWARDS

I have obtained **District Commissioner Award** for 5th position in **District-level SSC result in 1999**

Ranked **1st Place in MBA, 27th Batch** of **Southeast University** (CGPA 3.88 out of 4)

PERSONAL DETAILS

Gender

Male

Date of Birth

5th January, 1984

Nationality

Bangladeshi (by birth)

Marital Status

Married to Engr. Tanvy Barua (M.Sc. in EEE)

INTERESTS & HOBBIES

Music

Travelling

Web Surfing

Football & Cricket

People Networking

SOCIAL & CO-CURRICULAR

Member of UN Youth Association

Life Member & IT Secretary of BBF

Life Member of BBJP Trust & Prantik Welfare Trust

The elected V.P of BESS, Kolkata

Member of Institute of EE(UK), Kolkata Chapter

Member of Institute of Engineers Bangladesh (IEB)

Member of Institute of EEE, Bangladesh (MIEE)

LANGUAGE SKILLS

English

Advanced in Speaking, Listening, Reading & Writing (IELTS Score)

Communicative German

EDUCATION

MBA, Major in Marketing

Southeast University (SU)

Dhaka, Bangladesh

Bachelor of Technology in Electrical Engineering(EE)

Maulana Abul Kalam Azad University of Technology (MAKAUT)

formerly West Bengal University of Technology (WBUT)

West Bengal (Kolkata), India

REAL LIVE EXPERIENCE - PROJECT

Having hands-on-experience to work in **Shikalbaha 60MW Steam Power Plant, 132/33/11KV Grid & 11/6.6/0.415KV Sub-Station** Overhauling & Rehabilitation Project in Chattogram.

Design, Supply, Installation & Commissioning of various **132KV/33KV/11KV Transformer & Circuit Breaker, CT, PT, Relay, Control Panel, HV & LV Switchgear, HT & LT Motors, DC System, PLC, DCS & Logic Operation etc.** under Greater Chattogram Power Distribution Project (Phase-III) of PDB, Chattogram.

Worked with various MV Sub-Station (up-to 16/20 MVA, 33/11 KV) and Busbar Trunking System (BBT) in Private Industries & Infrastructure Projects.

TRAINING & DEVELOPMENT

7-Days Sales Training on **Busway System** in **Vietnam**, 2019

3-days Management Training in **Singapore**, 2019

5-days Manufacturing Training on Siemens LV Switchgear in **Malaysia**, 2019

2-days Engineering Management Training in **Netherland**, 2018

3-days Sales Training on Siemens **Cast Resin Transformer** in **Germany**, 2018

7-days Manufacturing Training on **Siemens Busway System** in **Prague, Czech Rep**, 2017

7-days Manufacturing Plant Training on **Siemens Cast Resin Transformer** in **Germany**, 2016

2 Weeks Factory Orientation Training on **LV SB & Busway System** in **Germany**, 2015

12 weeks Functional Training on **MV Equipment** at **Siemens Kalwa Works, India**, 2014

4-days Technical Training on **Siemens 8PS Busway Manufacturing** at **Siemens Busway Factory, Ho Chi Min City, Vietnam**, 2011

2-days Special Training on **Siemens LV Switchgear & Components** at **Siemens Center, Singapore**, 2011

REFERENCES

Reference # 1

Dr. Tridibesh Nag

Associate Professor & HOD

Department of Electrical Engineering

Netaji Subhash Engineering College (NSEC), Kolkata

e-mail: hod.ee@nsec.ac.in

Reference # 2

Engr. Md. Asaduzzaman

Chief Executive Officer

Reverie Power & Automation Engineering Ltd.

(former Business Unit Head, SIEMENS)

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