



Hindol Bhattacharya

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Dubai

PROFESSIONAL SUMMARY

Adept manager with more than 10 years UAE experience with leading HVAC companies.

HIGHLIGHTS

- Ability to build long lasting customer relationships.
- Strong interpersonal, verbal & communication skills.
- Technical presentations.
- Direct & Channel sales.
- Solution Selling.
- Key account management
- Extensive product knowledge of Chillers, AHU/FCUs, Heat Recovery Wheels, VRFs & DX systems, Evaporative Cooling solutions & Thermal Storage systems.

WORK HISTORY

SALES MANAGER

05/2019 to CURRENT

Clima Uno Air conditioning Industries LLC | Dubai

Clima Uno (Al Shirawi Group Co) is a leading manufacturer of Airside products both Chilled Water and DX (Air Handling units, Fresh Air Handling units with Heat Recovery systems, Fan Coil units, Ecology units, Split/Package units) based in DIP, Dubai.

The key job responsibilities include leading and managing a team of 4 sales engineers to achieve the assigned sales target for Clima Uno's products as well as Rheem commercial AC systems & VRF's in the region. Responsibility also involved setting up the distribution network for CU products in the region.

Achieved a 44% growth YOY over 2018-19 turnover for chilled water business and 18% growth in DX business (**Rheem brand**).

Appointed distributors in Bahrain, Kuwait, Oman, Jordan & Oman.

SALES MANAGER - RETROFIT SOLUTIONS

05/2017 to 04/2019

Taqeef Refrigeration & Air conditioning Trading LLC | Dubai

Taqeef has been the market leader in the region for almost 50 years with exclusive partnerships **with Fujitsu O General, Midea & Trosten**.

The Energy Solutions division was created to support UAE's building-retrofit initiatives. The division was developed with the aim of helping existing buildings achieve energy savings.

The key job responsibilities included promoting energy conservation solutions for HVAC by implementing comparative studies for savings of VRF over chillers, and split ducted units; Inverter splits over conventional split units, payback calculation, etc with the spotlight on:

- Target segments such as Real Estate chains, Residential & Commercial/Mixed use buildings, Hotel Apartments & Hospitality chains, Schools, staff accommodation, ESCOs & FM Co's, Government Agencies like DEWA, SEWA, MOID, etc., and key accounts like Emirates Airlines, Coca Cola, Total, etc.
- Develop new contractor-dealers for retrofit business for DX, Split and FAHU/AHU/FCU business.
- Meet assigned sales target for the region.
- **Achieved sales of 12 Mn in the first year for Midea VRF & Inverter split units.**

ASST. MANAGER

07/2015 to 05/2017

Al Tayer Engineering Division (Al Tayer Group) | Dubai

Diversified solutions provider involving energy saving technologies in the field of HVAC, Energy & Water metering, Lighting, BMS, etc.

Led and managed a team of 4 sales engineers to achieve the sales of following products:

- Coolex - DX split/unitary packages
- Clivet - Chillers, Air Handling Units, Fan Coil units, Close Control units
- Oxycom - Fresh Air Solutions

Sold the first Coolex DX Split units in UAE followed by repeat orders from Landmark Group (Max, Home Centre), Lal's group (Pan Emirates), etc.

Achieved sales of AED 5 Mn for Coolex in FY 2016-17 and 6 Mn for Clivet.

SALES MANAGER

10/2011 to 05/2015

AHR Global | Dubai

AHR Global was established as a specialist engineering house with system engineering & design capabilities in Heating, Ventilation, Air Conditioning systems and its applications.

Job Responsibility:

- Managed a team of 4 Sales Engineers to generate sales for the following product groups:
- Air & Water-Cooled Chillers, Ice Cel Thermal Storage Systems, Airside equipment, Precision ACs, DX systems, Chilled Water Thermal storage units, etc. in UAE. **Brands handled: Dunham-Bush, Climaveneta**
- Evaporative cooling solutions such as Induced & Forced Draft cooling towers, Evaporative Condensers, Dry Coolers, Ice Coils, etc. **Brand: Evapco**
- Liquid Desiccant Dehumidification & Cooling systems from **Advantix Systems USA**
- Innovative Fabric Ducting green solutions from **DurkeeSox Americas**
- Recruited, interviewed and hired individuals who would add value, dedication and knowledge to the sales team.
- Set and achieved sales targets for the region (Dubai, NE, Oman).
- Developed quarterly and annual sales department budgets.
- Built relationships with consultants, clients & contractors
- Organizing seminars and product presentations.
- **Won multiple projects from Gazprom, Iraq, MOD Oman, etc.**

MANAGER - PRODUCT EXPORT

04/2010 to 10/2011

Blue Star Middle East

Product Export Blue Star Middle East was established as a Branch of Blue Star India in 2008 with the aim of exporting its products to the Middle East.

The Product Export Division handles the sales of all Blue Star Manufactured Chillers, Air Handling units, Close Control ACs, VRF units, DX Ducted & Split ACs, Water coolers & Tank coolers as well as Cold Rooms. Key responsibilities:

- Manage export sales through distributors in UAE, Kuwait and Bahrain.
- Relationship building with Consultants and Contractors for product compliance and approvals in the region.
- Preparing compliances, etc.
- Training distributor's team on company products, selection software and application.
- Organizing seminars and product presentations to create awareness about Blue Star products and service

DEPUTY MANAGER- HVAC SALES

09/2008 to 03/2010

Eros Electricals | Dubai, UAE

Eros Group is a 45 yr old company well known for bringing international brands like Samsung, Hitachi & BenQ in UAE. The Air-conditioning Business Group deals with the **Lennox** range of DX Ducted and Packaged units as well as **Hitachi** Decorative units.

- Worked closely with consultants to provide design and application support, spec-in and tendering support.
- Worked closely with contractors and clients to generate business.
- Presenting proposals, follow up, negotiation and closing sales leads.

REGIONAL SALES MANAGER

10/2001 to 09/2008

Desiccant Rotors International Pvt. Ltd. | Mumbai, MH

Desiccant Rotors International (DRI) specializes in manufacturing and marketing state-of-the-art, Fresh Air Treatment, Indoor Air Quality and Energy Recovery products like Enthalpy Wheels, Treated Fresh Air Units, Energy Recovery Ventilators, Dedicated Outdoor Air Systems, Dual Wheel Energy Recovery Systems, Evaporative Cooling Modules, CO2 sensors, Inline Duct Fans, Heat Pipe heat exchangers, etc.

- Achieved regional sales objectives by setting up and strengthening the sales team in the region.
- Worked closely with consultants, OEMs, HVAC contractors, Designers and end users to create awareness and get systems accepted & specified.
- Provided support and management to a regional sales team of 6, driving productivity and a positive work environment.
- Served as the point of contact for key accounts and ensured their satisfaction with service by routinely re-assessing their needs and resolving any conflicts
- Set up the dealer network for the Energy Recovery products in Western Region and provided training to their sales personnel.
- Organized and participated in seminars, presentations and exhibitions, to build up awareness of products and systems.

ASSISTANT MANAGER

04/1999 to 09/2001

Carrier Refrigeration Operations | Mumbai

Carrier Refrigeration Operations is a division of Carrier Corporation, USA specializing in commercial refrigeration systems for the cold chain industry in India. Carrier Refrigeration Operations in India were set up in November of 1998.

- Team building - setting up of a sales network for walk - in cold rooms, refrigeration systems (for walk-ins, large low temperature storage facilities, supermarket and deli display cases, etc)
- Carrier brands such as Profroid, Russell & Tyler were handled.

- Application engineering, load calculations, equipment selection, preparing offers, making Presentations, negotiations and liaison with customers, architects & manufacturing facilities in France, USA, and Finland.

SR. SALES ENGINEER

11/1995 to 04/1999

Blue Star Limited | Mumbai

- Blue Star is a 70-year India's largest central air conditioning company with an annual turnover of US\$ 700 Million, a network of 29 offices, 5 modern manufacturing facilities, 700 dealers and around 2600 employees.

Job responsibility included:

- Enquiry generation through cold calls, consultant and client visits.
- Equipment Selection, Pricing and preparing offers.
- Handled Sales of Packaged HVAC systems, Cold Rooms and Industrial Refrigeration Systems, responsible for key accounts of Amul & Vadilal.

EDUCATION

B.E, Bachelor of Engineering | Industrial & Production Engineering
Utkal University, Bhubaneswar

1995

Graduated with 1st Class.

PERSONAL INFORMATION

- Date of Birth: 5th January 1972
- Visa: Employment Visa, Dubai
- License: Valid UAE Driving License
- Marital Status: Married

REFERENCES

References: Can be provided on request