

Paryanya Dev Goswami (Male, 26 Years)

E-Mail ID: paryannadev@gmail.com ; Mob: 8584049927



ACADEMIC QUALIFICATION

PGDM (Marketing, Operations)	2018	T A Pai Management Institute, Manipal	61.83
B.E. (Civil Engineering)	2013	Jadavpur University	74.53
Class XII	2009	Bankura Zilla School (WBCHSE, West Bengal)	88.6
Class X	2007	Bankura Zilla School (WBBSE, West Bengal)	95.25

PROFESSIONAL EXPERIENCE

Larsen & Toubro Ltd. **Senior Engineer (CIVIL)** **08 Jul 2013 -07 May 2016**
(ECC Division)

<p>(Role)</p> <p>Sr. ENGINEER WATER EFFLUENT TREATMENT STRATEGIC BUSINESS GROUP WATER & RENEWABLE ENERGY IC L&T CONSTRUCTION </p>	<p>BHATPARA SEWAGE NETWORK & WASTE WATER TREATMENT PROJECT-----</p> <p>Development of Sewerage Network & Waste Water Treatment Facility for Bhatpara Municipal Town on Design, Build & Operate (DBO) Model under National Ganga River Basin Authority (NGRBA)</p> <p>[Value_323 Cr; Public Private Partnership (70% funding NGRBA & 30% funding KMDA)] – PPP Infrastructure Project – DBO Model</p> <ul style="list-style-type: none"> ▪ Monthly preparation of Executive Summary with tracking of MIS for Project progress ▪ Study of Contract Documents, Schedule of rates and Supply Chain ▪ Interacting with clients (KMDA) and finishing the assigned civil jobs with quality and utmost safety measures to client's satisfaction ▪ Preparation of EOI, RFP, RFQs, Concession Agreements, SFC memos as per Model documents. ▪ Continuous comparison of the Liquification Damage clauses in the project contract and keep the financial losses under minimum desirable limit. ▪ Sales Negotiations, Client Billing, project strategizing and maintaining the proper channel in Supply Chain ▪ Procurement of construction materials as per requirement schedule and following up the same with HQ procurement team to reduce delivery TAT maintaining product quality. ▪ Control of Drawings of STP, Lifting Stations, Main Pumping Stations for Project commissioning ▪ Quantity calculation and Design feasibility review for Lifting Stations and Main Pumping Stations using Drawings received from EDRC ▪ Quality check and inspection with Clients (KMDA & NGRBA) with adherence to SOP ▪ Site-in-charge of 31 MLD & 10 MLD Sewage Treatment Plant (STP), designed through Fixed Bed Bio-film Activated Sludge (FBAS) process technology provided by M/S. Organica Water Pvt. Ltd. The technology was used for the first time in India. ▪ Site In- Charge of the 21 nos. Lifting Stations & 3 nos. Main Pumping Stations ▪ Maintaining and updating Management Planning Control System (MPCS)
<p>Recognition</p>	<ul style="list-style-type: none"> ▪ Winner of the L&T Construction WSW&C IC QUALITY TROPHY for the financial year 2015-16 ▪ Passed LRQA (Lloyd Registered Quality Audit) for the first surveillance audit of L&T WET SBG's QMS (ISO 9001: 2008) Certification

ABSYZ Software Consultant Pvt. Ltd. **Management Intern** **03 Apr 2017 – 30 May 2017**

Project Title: Implementation and Impact of SALESFORCE CRM on Real Estate Industry (An Indian Overview)	
<p>Description</p>	<p>The objective of the project is to figure out the impact and benefits of using Salesforce either as a new CRM or as a substitute of existing CRMs used in the aforementioned industry sector.</p>
<p>Responsibilities</p>	<ul style="list-style-type: none"> ▪ Determining the growth factors and exploring different segments of the Indian Real Estate industry ▪ Preparing typical industry templates and determining industry pain points ▪ Mapping the Real Estate industry processes with Salesforce processes and conducting Gap Analysis ▪ Understanding the Value Chain of ABSYZ and suggest recommendations to increase Sales ▪ Conducting a Competitor Analysis of ABSYZ in Indian Market ▪ Analysing the impact of SFDC implementation in client company bottomline and topline ▪ Determining the impact and benefits of using Salesforce in the Real Estate industry sector

ADITYA BIRLA CAPITAL **CLUSTER MANAGER (HDFC RETAIL CHANNEL)** **07 May 2018 - Present**

<p>Role</p>	<ul style="list-style-type: none"> ▪ Recruit quality resource and ensure performance standards ▪ Maintain company profitability and quality of business for better persistency ▪ Maintain good relationship with HDFC bank SPs and HDFC Third Party Product (TPP) team ▪ Keep track on Advisors Contest and Clubs ▪ Keep track on various training needs in different HDFC branches ▪ Be responsible for the market conduct of the assigned relationship managers and the advisors in their team. ▪ Maintain the Sales Report on Introduction and Issued Business. ▪ Develop the Relationship Manager's and carry out goal setting exercise with team, enabling the FLS team to deliver the expected productivity ▪ Manage sales force attrition as per bench mark ▪ Anticipate sales promotion opportunities in area of operation and devise innovative promotional activity ▪ Carrying out the business activities as per the compliance & regulatory environment ▪ Ensure (by doing screening & sanity checks) that healthy business is introduced in the system
--------------------	---

Paryanya Dev Goswami (Male, 26 Years)

E-Mail ID: paryannadev@gmail.com; Mob: 8584049927



POSITIONS OF RESPONSIBILITY

Member- JUPC **Jadavpur University** **Feb 2009 to May 2012**

Responsible for **interactive learning sessions** with junior batches about photography (**Macro & Panorama**). Worked as an **active outdoor photographer** in the Convocation Ceremony of Jadavpur University on behalf of Jadavpur University Photographic Club

Member- SportsCom **TAPMI** **July 2016 to March 2018**

Responsible for sports **inventory** and of course all official sports activity including the annual event – **SPEED**

SUBJECTS of INTEREST

Marketing Management	Marketing Research	Marketing Strategy	Supply Chain Management
B2B Marketing	Services Operations Management	Quality management and Six Sigma Green Belt	Consumer Behaviour
Services Marketing	Operations Strategy	Brand Management	Sales & Distribution Management

Certification

- Certified designer in **AUTOCAD with AUTOLISP** from Computer Aided Design Centre of Jadavpur University
- Successfully completed the **PRAVAS** training Programme for Graduate Engineer Trainees held at Mysore, L&T C-TEA Campus

Academic

Awarded SCHEME OF SCHOLARSHIP FOR COLLEGE AND UNIVERSITY STUDENT (Govt. of India, Ministry of Human Resource & Development, Dept. of Higher Education), 2009 – merit listed 249 in West Bengal

Extra- Curricular

- Member of the team and designed disguised games for online app launch of Britannica in **BrandScan'16**
- Member of **Alumni Relations and Sponsorship Dept.** of U-Turn-10; Sanskriti-10,11; Edifice-10 in JU
- Represented JU CIVIL department in **Arena Football** and **Cricket** competition
- Regular member and assistant **trainer** of Jadavpur University **Gymnasium**
- Represented L&T Kolkata Cluster (WSW&C IC) in GET Cricket Tournament as Captain of team and won the tournament at Mysore in 2013

PERSONAL INFORMATION

Languages Known	English, Bengali, Hindi, (Telugu, Oriya – Limited Proficiency)
Hobbies	Watching Football, Photography, Cyber Games, Drawing