

# RESUME

## **IKBAL CHOUDHURY**

Diploma in ME & MBA (Marketing and Finance)

Mobile No.: +917908369255

### Residential Address

NIBEDITA PALLY, JOTGODA  
P.O – RAJBATI, PURBA BARDHAMAN  
WEST BENGAL - 713104

Email: [ikbal1982@gmail.com](mailto:ikbal1982@gmail.com)

### Present Address

ENAYET PALLY, WARD No -13.  
P.O + P.S - ARAMBAGH, HOOGHLY  
WEST BENGAL - 712601



## **CAREER OBJECTIVE**

"To combine technical expertise in mechanical engineering with strategic sales acumen as a Territory Business Manager, driving innovative solutions, fostering customer relationships, and achieving sustainable growth for the organization."

## **EDUCATIONAL QUALIFICATION**

Educational Qualification	:	Madhyamik (10 <sup>th</sup> ) from WBBSE Higher Secondary (12 <sup>th</sup> ) from WBCHSE BA from Himalayan University MBA (Marketing & Finance) from Swami Vivekanand Subharti University (DDE)
Technical Qualification	:	Diploma in MECHANICAL ENGINEERING (ME) from CAMELLIA INSTITUTE OF POLYTECHNIC
Digital Learning	:	<ul style="list-style-type: none"><li>Fundamentals of Digital Marketing from Google Certificate No - <a href="https://learndigital.withgoogle.com/digitalgarage/validate-certificate-code">M27DUFYPF</a> Verify link <a href="https://learndigital.withgoogle.com/digitalgarage/validate-certificate-code">https://learndigital.withgoogle.com/digitalgarage/validate-certificate-code</a></li><li>Fundamentals of Fluid Power course authorized by University of Minnesota. Certificate No - <a href="https://coursera.org/verify/H95T2KS7MT5F">H95T2KS7MT5F</a> Verify link <a href="https://coursera.org/verify/H95T2KS7MT5F">https://coursera.org/verify/H95T2KS7MT5F</a></li></ul>
Language Known	:	English, Bengali & Hindi.
Computer Knowledge	:	MS Office (Word, Excel, PowerPoint), ERP Quadra, AutoCAD 2022

## **Professional Experience**

- i. **INDO FARM EQUIPMENT LTD** as a **Territory Business Manager** from 03 April 7, 2025 to till date  
**Work Responsibility**  
Identify and pursue new business opportunities, recruitment new dealer, managing a team and ensuring the achievement of sales targets.
- ii. **New Holland (CNH) Tractor's Dealer Paul Automobile** as Dealer's Branch Manager from 1st Oct 2020 to 8<sup>th</sup> Nov 2024.  
**Work Responsibility**  
Develop and implement sales plans and strategies to achieve company sales targets, Provide regular sales forecasts and reports to senior management.
- iii. **Randstad India Pvt Ltd.** deputed to **VE Commercial Vehicles Ltd** as a **COCO DSE** from 2<sup>nd</sup> March 2020 to 24th Sept 2020.  
**Work Responsibility**  
Customer Interaction, Market Knowledge, Relationship Building, Financial discuss, Understanding ROI is crucial in the Business.
- iv. **INDO FARM EQUIPMENT LTD** as a **Scouting Executive** from 15 Jan 2019 to 29 Feb 2020.  
**Work Responsibility**  
Contact between an Organization and Clients, offering advice and Introducing Products, Sales Reviewing, Established a New Dealer, Data Collection for New Dealer, Database update on ERP.  
**\*Achievement – Establishing three dealers within one year**
- v. **SEC-RJMT ENGINEERING PVT. LTD.** as a Sr. Executive – Sales & Service from 5th September 2016 to 10 Jan 2019.  
**Work Responsibility**  
Contact between an Organization and Clients, offering advice and Introducing Products, B2B & B2C Sales, Reviewing, Established a New Dealer, Data Collection for New Dealer, Database update.

**vi. M.G CONTRACTORS PRIVATE LIMITED**

I start my Job as an **Automobile Engineer** from **01 Dec 2008 to 31 Aug 2016**.

**Work Responsibility**

All type Hydraulic Equipment maintenance such as Batching Plant, Excavator, Concrete Pump, Boom Placer, Hydraulic Jack, Vibrio Hammer, and DG Set.

**Project's**

- **Sone Bridge (3.06KM)** Client: **DFCCIL**, Project Cost: 250 Cr.
- **Const. of (strengthening & widening) State Highway no 55**, in Bihar. Client: **C.P.W.D**

**vii. Gayatri - ECI (JV) as a Mechanical Supervisor from 21 Oct. 2005 to 20 Nov. 2008**

To Supervision deferent type of work such as, maintenance heavy earth moving machine. DG Set and Batching Plant. Monthly Diesel Report

**Projects**

**4 - lining of NH 31C (ROB, Major & Minor bridges,) under WB2, EW Corridor (Package-10, km 60 to 93) in the state of Assam. Client: NHAI (National Highway Authority of India)**

**PERSONAL DETAILS**

<b>Name</b>	<b>:</b>	<b>IKBAL CHOUDHURY</b>
<b>Fathers Name</b>	<b>:</b>	<b>Yusuf Choudhury. (Ex-Army)</b>
<b>Date of Birth</b>	<b>:</b>	<b>10<sup>th</sup> Feb. 1982</b>
<b>Marital Status</b>	<b>:</b>	<b>Married.</b>
<b>Sex</b>	<b>:</b>	<b>Male.</b>
<b>Nationality</b>	<b>:</b>	<b>Indian.</b>
<b>Religion</b>	<b>:</b>	<b>Islam.</b>

**Verification**

I solemnly declare that the information stated above by me is true & bona fide to the best of my knowledge & experience.

Date:    /    /2025

Place: Arambagh

  
(Ikbal Choudhury)