

# AMIT KUMAR (Fellow & Chartered Engineer (IEI), Approved to be Independent Director)

Sales Head, Industrial Business, EP, PM India - Exp. ~18 Years, Polymers, Chemical, Automotive, E&E, Universal

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Mumbai, India, South Asia

☆ A transformational leader driving business growth with a purpose-driven approach, prioritizing people, planet, and profit.

## EXPERIENCE

Head - Projects, Business Excellence, Institutional Marketing, PM, S. Asia

**BASF India Ltd**

01/2011 Present India

**Accomplished to be a Complete 360 Degree Business Owner**

- Head- Sales & Marketing, Industrial Business, S. Asia 07/2023 - 06/2024
- Japanese Transplant Manager, South Asia 02/2011 - 06/2023
- Manager - Sales, Comm., Eng. Plastics & Polyurethanes 08/2020 - 07/2023
- Manager- Automotive: Eng. Plastics & Polyurethanes 10/2018 - 07/2020
- Dy. Manager- Automotive - Eng. Plastics & Polyurethanes 04/2017 - 09/2018
- Dy. Manager- Automotive & Industrial - Engineering Plastic 04/2015 - 03/2017
- Asst. Manager-Automotive & Industrial - Eng. Plastics 02/2011 - 03/2015

Sales Manager - North & East India

**3M India Pvt. Ltd. - Energy & Advance Materials Division**

03/2010 01/2011 North & East India

- Accomplished to be an Ambassador for Quality, Cost & Value.**
- Techno-Commercial Role to manage 3 Mio Euro+ business with 40% CAGR for Advance Materials Div. in Fluoropolymers
- Sales & BD Role for multiverse of industries like **Electronics, Polymer Processing, Multilayer Films mfg., Wire & Cables, Rubber Industry, Oil & Gas, Automotives for Fluoro Polymers, Surfactants, Glass Bubbles, PPA.**

Business Development - North India

**DSM Engineering Plastics**

08/2007 02/2010 Gurgaon

- Accomplished to be a man for Value Selling (Conceptual & Strategic)**
- Techno-Commercial Role to manage 6 Mio Euro+ business with 40% CAGR for Engineering Plastics in **Automotive & Electrical segments**

Leadership Development Program

**Avery Dennison India Pvt. Ltd. Plant Operations**

06/2006 08/2007 Delhi NCR

- Accomplished to be a man of Operational Excellence**
- Included **Team handling Plant Operations, Inventory, Compounding, Process, Production, Health & Safety, 5S, Plant layout, Personnel and Sustainability under ESG(VOC, GHG)& GMP aspects.**

**EDUCATION:** All-India Merit Scholar from Elite Govt. Colleges

MBA Master of Business Administration (Pursuing)

**Indira Gandhi National Open University**

by 2024

B.E. - Bachelor of Engineering (Polymer Sc. & Chemical Tech.)

**Delhi College of Engineering, Delhi University**

08/2002 06/2006

Diploma in Pharmacy (Associate Degree)

**Directorate of Technical Education, Delhi Govt.**

08/2000 07/2002

LLB - Law of Contracts, Torts, Anti-Trust, Govt procedures

**Faculty of Law, Delhi University**

08/2012 05/2013 - Drop Out

MBA

**Indian Institute of technology (Kanpur)**

9/2006 - Drop Out

## TRAINING / COURSES

**Business Skills: Germany @BASF**

**Red and Blue OceanStrategy**

**Conceptual & Strategic Value Sales: Miller Heiman**

**Negotiations, Customer Intimacy, Conflict Management**

## SUMMARY

- 18 years** of extensive experience in **Sales, BD, SCM, Manufacturing with BASF, DSM, 3M, Avery Dennison.**
- 13 years enrichment with BASF** in Business Handling.
- Expert in **Techno-Commercial, P&L, Business develop., Team Handling** & full Business Management.
- Collaboration expert** in **SCM, Finance, Controlling, Legal, Marcom** & more
- Expert in **raising business** from **0 to 25% CAGR Business Automation Expert** for **Auto-harvesting.**
- Educationally strong** in **Polymer, Chemicals, Pharma, Additives, Industrial Compounding, IT, Law & Business**
- Experienced in **International Business Transplant, Change Management & Business Stewardship.**

## SKILLS

Sales Strategy Execution Negotiation Expert

Competitor Mapping Work Automation

Project Pipeline Management

Targets Achievement Customer Needs

Interface To Key Influencers

Communication alertness

Business Relationship Leader

Customer Relationship Excellence

Lead And Develop Others

Team Lead & Coach Hunting & Harvesting

Cross-Team Alignment & Collaboration

Key Account Plan & Strategies

Cross Regional Collaboration Alignment

Cost To Serve Specialist

Influencing Others Without Power

Ability To Work Across Levels/Functions

Strong Organizational & Planning Skills

Super Diligent Flexible to Adapt

## LANGUAGES

**English -Native**

**German - Beginner**

**Japanese - Beginner**

**Life Member - Govt & Industry Asso. IICA, QCFCI, IEI, PCI**