

# Nagmani Kumar Sinha

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**Professional Snapshot- B.E. & MBA from Premier Institute,  
Worked in Oil & Gas, Petrochemicals, and Marine &  
Offshore sector during my last 12 years out of total 16  
years with different companies in various capacities of  
Sales, Business Development & Marketing.**

## Senior Sales Management Professional

- ✓ An enthusiastic sales professional with hand-on approach and proven track record
- ✓ Quick Ability to identify, focus and execute.
- ✓ High level of emotional quotient and great understanding of people dynamics
- ✓ Fair , Dependable and a team player

### Area of Expertise

- ✓ Sectors- Oil and gas, Maritime, Power
- ✓ Business Areas- Engineering Services, Software Tools & Services, Turn Key project, Inspection and certification
- ✓ Professional Skills – Good understanding of Engineering, Inspection and certification, Operational aspects, Software and sales cycle. A good motivator for the team and can manage people from various functions.
- ✓ Personal Skills- Able to co relate with variety of people (right from C class Executive to operational People) and identify the support & opposition quickly & work on them to succeed

### Papers & Conferences

- ✓ Presented paper on Safety in Institution of Engineers conference in Chennai
- ✓ Paper on Asset Integrity in ONGC conference, Mumbai
- ✓ Paper on QRA in ONGC Seminar, Navi Mumbai
- ✓ Paper on QRA in Regional Labor Institute, Chennai
- ✓ Paper on Offshore Structural Analysis, IIT Chennai
- ✓ Paper on QRA, IIT Chennai
- ✓ Paper on QRA at IOCL conference , Gurgaon

### Professional Experience

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#### **Jan 2010 Onwards with Det Norske Veritas AS (now Known as DNVGL AS) in different roles for software division**

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- ✓ Jan 2014 onwards working as a sales specialist
- ✓ Jan 2013- Dec 2013, Country Manager for DNV Software
- ✓ Jan 2010- Dec 2012, Head of Sales – India

#### **Key Achievements –**

- ✓ Booked the biggest order in the history of DNV in India Value in INR more than 19 Crore ( USD 3.5 Mn)for consulting and software implementation
- ✓ Turned the IBU in profit making unit
- ✓ Software sales became visible both internally and in the market place
- ✓ Invited in many industry seminars covering Safety and Integrity aspects
- ✓ Customers in both government and private sectors
- ✓ Worked with different Verticals to arrange services related to different areas of Inspection, re assessment , Certification , Maintenance and Life cycle services

#### **Reporting To Area Manager / Regional Manager**

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**Jan 2008 to Jan 2010 with Infotech Enterprises Ltd., As Senior Manager, Sales, Rest of Asia** *-(Leading name in the IT industry with an annual turnover of INR 1,000 crore/USD 250 Mn)*

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- ✓ Responsible for adding 5 new clients in the assigned territory (Singapore, South Korea, China, UAE & Malaysia).
- ✓ Achieved a growth of 65 % over previous year revenue.
- ✓ Handled dual role of marketing manager as well as sales manager for five months.
- ✓ Regularized collections by bringing new system in consultation with client.
- ✓ Generated big pipe line of projects for InfoTech with top clients of the territory.
- ✓ Even in bad market got appraisal as excellent performer for two consecutive appraisal cycles.

**Reporting to VP, Asia Pacific and Japan**

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**Jan 2007 to Jan 2008 with Infotech Enterprises Ltd., As Marketing Manager, Marine & Offshore**

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*(Leading name in the IT industry with an annual turnover of INR 1,000 crore/USD 250 Mn)*

- ✓ Joined a newly formed vertical and made all collaterals for a new vertical and actively involved in putting strategies to company management.
- ✓ Provide necessary guidelines for the business Development executives for Lead generation, design of capability statements and newsletters for effective conversion of lead to Prospect.
- ✓ Coordinating Pre-sales activities involving various stake holders like business development manager, Practice heads, marketing managers, clients etc.
- ✓ Responding to complex RFP's in a customized way specifying and addressing to client needs. Identifying various clauses and framing proposal to provide value added services to clients.
- ✓ Developed a highly customized and segmented strategy for contact mailer, initial contacts and bid preparations for different identified segments.
- ✓ Rated Excellent in 6 monthly appraisals.

**Reporting to Vertical head (VP)**

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**Feb 06 to Jan 07 with Tyco Fire & Security India Private Limited. As Assistant Manager, Sales for Petrochemical & Oil and Gas**

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*-Wholly owned subsidiary of Tyco International a USD 47 billion company*

- ✓ Played Key role in booking an order of value USD 4.5 million for Tyco, Malaysia. I was the lead sales manager and worked directly under our global sales team based at regional headquarters, Singapore.
- ✓ Achieved 81% of annual sales target in just seven months for the year 2006 (Oct 05- Sept 06), achieved target in just 3 months for year 2007 and Participated in high value tenders out of that, some big jobs got finalized after I changed job with status of single qualified bid.
- ✓ **Major Clients-**
  - ✓ **EPC/PMC** – LNT, Jacobs H&G, Toyo, Mecon ,EIL,Lurgi Linde
  - ✓ **Refinery** -IOCL, BPCL,HPCL, RIL
  - ✓ **Ports** –APM terminus, MPT
  - ✓ **E&P** –ONGC,BG, Cairn, RIL

**Reporting to National Sales Manager**

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**May'03 to Feb 06 with Oil Field Instrumentation, Mumbai (Leaders in providing Mud Logging services to E&P companies; (Part of INR 400 crore /USD 120 Mn) Neterwala group of Companies) as Assistant Manager, Sales**  
*(First Indian Company to start Mud logging services in India)*

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**Company Details:** Providers of Mud logging services, Drilling equipment and software, Production equipment, integrated instrumentation solution & specialized software to the Oil and Gas sector.

- ✓ Bagged the biggest order in the history of company with ABB for ONGC SCADA drilling project ( Value Rs. 14 Crore/ USD 3.5 Mn)
- ✓ Developed three new agencies of international companies for innovative products.
- ✓ Developed Markets in India for Clampon, Norway. This includes product introduction and imparting service training to service engineers.
- ✓ Reporting directly to the CEO
- ✓ Handle independently all trading activities, project sales for new line of business in oil and gas industry.
- ✓ Lead the sales team & Work in a team with project manager to make techno- commercial proposals.
- ✓ Developed the strategy map for the years 2005 by identifying the strategic initiatives meeting to the strategic goal using balance score card method
- ✓ Brought monthly newsletters right from idea generation, content development and sending it to clients
- ✓ Developed new brochures
- ✓ Conducted market research and customer satisfaction surveys
- ✓ Arranged successful participation in OCEANTEX 2004 with minimum support of senior colleagues
- ✓ Developed Corporate Presentation for the company
- ✓ Implementation of People soft ERP (Sales & Distribution module)
- ✓ Developed a structured and modern training program

**Reported directly to the CEO**

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**Jan'00 to April'01 with Schlim Engineers, Mumbai as a Project Engineer, Schlim Engineers takes up LSTK project in piping for Oil and Gas companies**

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**Job responsibility:** To assess the requirements of ongoing project and facilitate the work as per the schedule, liaison with client

- ✓ Coordinate the engineering design as per specifications
- ✓ Arrange site inspection
- ✓ Liaison with various parties related with project
- ✓ Tracking of schedule in the workshop
- ✓ Techno commercial bid preparation

**Reported to the project manager**

**April'91 to Feb'95 with family business in Patna**

**Business details:** Manufacturer, wholesaler & retailer of homeopathic medicines, with markets in Bihar, Jharkhand and adjoining districts of UP

**Responsibilities:** Day to day operations that included purchase, marketing & sales, supervising and carry out routine activities of business

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### **Academic Credentials**

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- **Two years full time Post Graduate Programme in International Business** from K J Somaiya Institute of Management Studies and Research, Mumbai in 2003. – rated as top 20 Institutes of India
- **B.E. (Electronic and Instrumentation)** from Gulbarga University in 1999 with distinction.

## Personal Details

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### Extracurricular Activities:

- Was a member of college cultural committee and started a new academic event
- Active member of the college placement committee
- Was a member of Bihar Art Theatre, Patna
- Social services under Art of Living, Mumbai

**Hobbies:** Yoga, Palmistry and Homoeopathy

Date of Birth	: 3 <sup>rd</sup> June 1974
Father's Name	: Dr. Mahesh Prasad
Gender	: Male
Nationality	: Indian
Religion	: Hindu
Marital Status	: Married
Languages Known	: English, Hindi and French (Basic Knowledge)

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