



## Professional Summary

Diversified work experience in the fields of Aquaculture, Agri-tech and other industries in Strategic management, Business Development and Operations.

## Talents & Skills

- Creativity & Strategic Planning
- Analytics & market intelligence
- Team Handling & Leadership
- Self motivated with integrity and high moral values
- Exceptional verbal & written communication skills
- Training & Corporate Presentations
- Digital Marketing
- Proficient in MS Office suite

# Nilesh Karmakar

Aqua & Agritech Strategic & Techno-commercial Management professional

## Career Time-line

### ZONAL SALES MANAGER- EAST & NORTH WEST REGION

**ARTIS Animal Health Care Pvt Ltd, Kolkata | July 2022 - Present**

- Techno Commercial senior management role responsible for strategic decisions for Branding, Promotion & Sales of Freshwater & Shrimp Aquaculture Health care products in West Bengal, Odisha, Rajasthan & Haryana.
- Result oriented team development, training & team management.

### BUSINESS MANAGER- SALES & SOURCING

**Aggromalin Farmtech Services Pvt Ltd, Ajmer | Dec 2021 - June 2022**

- Responsible for Sourcing & sales Team, operations, Business development, Project proposals, implementation & profitability of the organization.
- Design, Initiate and Implement Standard Operating Procedures for Operations, Quality & Sourcing of Livestock of AQAI Goats BU.
- Market intelligence, Research, Strategic decision making.

### TECHNO COMMERCIAL MANAGER

**Inspire Aqua Feeds, Kolkata | Feb 2021 - Nov 2021**

- Develop & implement Technical support & Marketing system to sales team & farmers for market development of Aquaculture & Animal Feed by providing farmers with sustainable technology solutions at various stages of Aquaculture.
- Rural marketing, Promotion, Branding and Digital Marketing.

### MARKETING & SALES MANAGER

**RASPL Industries Pvt Ltd, Kolkata | June 2019 - June 2020**

- B2B Sales & Marketing of Structural steel & Fabricated steel structures
- Tender participation in Private & Government utility companies.

### AQUACULTURE ENTREPRENEUR

**ENKAY Aqua Co, Kolkata | June 2010 - May 2019**

- Fresh water aquaculture farm start-up Research, Planning, Designing, Execution, Production, Operations and Technology implementation.
- Training & Consultancy services to NGO/ Govt Institutions and Farmer groups.

### MARKETING EXECUTIVE

**Stationery Point India Limited | October 2009 - April 2010**

- B2B Marketing, Sales & Key account management of Multi-layer Laminated Flexible Packaging and Holographic Metallized Films.

### MARKETING EXECUTIVE

**Sharp Industries Limited | April 2009 - September 2009**

- B2B Marketing, Sales & Key account management of Multi-layer Laminated Flexible Packaging and Holographic Metallized Films.

### CENTER MANAGER TRAINEE

**Reliance Money Limited | August 2008 - January 2009**

- B2C Business development of financial investment and banking products.

## Personal Information

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- Date of Birth 20 October 1982
- Married since 2009 & father to a son
- Proficient in English & regional languages namely Bengali and Hindi.

## Contact Details

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linkedin.com/in/nileshkarmakar

## Academic Background

**MASTER IN BUSINESS ADMINISTRATION**  
IIPM, NEW DELHI | 2006 - 2008 | First Class

**MASTER OF SCIENCE- BIOTECHNOLOGY**  
Bangalore University | 2003 - 2005 | First Class

**BACHELOR OF SCIENCE- BIOTECHNOLOGY**  
Bangalore University | 2000 - 2003 | First Class

**I.S.C- 12 STANDARD**  
Salt Lake School, Kolkata | 2000 | Score 82%.

**I.C.S.E- 10 STANDARD**  
Assembly of God Church School, Haldia | 1998 | Score 86%.

## Certifications

**ICAR- CENTRAL INLAND FISHERIES RESEARCH INSTITUTE, WEST BENGAL**

Fish Disease & Health Management | Year 2021.

**NORTH STORM ACADEMY, MUMBAI**

Digital Marketing Business Mastery Program | Year 2020.

**CENTRAL INSTITUTE OF FISHERIES EDUCATION, WEST BENGAL**

Training Program: Ornamental Fish Breeding & Culture

**NATIONAL FISHERIES DEVELOPMENT BOARD, WEST BENGAL**

Training Program: Sustainable Fish Farming

**NATIONAL DAIRY RESEARCH INSTITUTE, WEST BENGAL**

Training Program: Dairy Farming & Business Management