

# Ratnesh Kumar Roy

House No. B-92, First Floor,  
Jeevan Park, Uttam Nagar New  
Delhi - 110059  
Mobile: +91-9811000751  
Email:ratnroy@gmail.com

## MANAGEMENT PROFESSIONAL

Seeking a challenging and rewarding opportunity with an organization of repute which recognizes my true potential and effectively utilizes and nurtures my excellent analytical and technical skills.

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### WORK EXPERIENCE

#### 01. April 2019 till date:

##### TARGET SUCCESS- Founder

Target Success is a Test Prep company focused on competitive exams and is based in Delhi. Engaged with few other organizations as Consultant and coach for different projects as well.

#### 02. April 2015 to March 2019:

##### PARAMOUNT COACHING CENTRE PRIVATE LIMITED

Position: 1. Genral Manager (April 2015 to December 2017)  
2. Director – Planning and Strategy (January 2018 to April 2019)

Responsibilities handled:

1. Complete P&L ownership for SSC, Banking and Defense divisions with a Team size of 1000+ and Revenue of 200+ crores.
2. Financial management: Financial controls and Budgets.
3. Business strategy.
4. Project Management.
5. Owned change management projects of Company.
6. Operations.

#### 03. JULY 2013 to April 2015:

##### FRESENIUS MEDICAL CARE INDIA PRIVATE LIMITED

Worked for Business Development with Fresenius Medical Care India Private Limited. Fresenius Medical Care (FMC) is a Germany headquartered MNC, operating in the field of Renal Care in every major country in world having revenues of more than USD 20 billion.

Responsibilities at FMC included looking after PPT business of the Company (from prospective customer interaction to looking after day-to-day affairs of PPT business, managing Tender business with different Zonal sales teams, coordinating with Distributors for documentation and communication with internal teams.

Apart from these, also handled legal agreements and related compliances of the Company.

#### 04. JUNE 2008 to May 2013:

##### SPL Technologies Private Limited

Five years' experience in Operations, Business development and management of Legal affairs at SPL Technologies Private Limited, New Delhi.

**CORE COMPETENCIES:**

1. Financial Management
2. Planning and Project Management
3. Change Management
5. Operations Management

**KEY STRENGTHS:**

- Disciplined abilities to manage multiple assignments efficiently under tight delivery deadlines, ascertaining needs and goals, and streamlining existing operations.
- Possess knowledge of business & management principles involved in strategic planning, resource allocation, leadership techniques and coordination of people and resources.
- Consensus building with internal and external bodies, interpersonal and negotiations skills, comprehensive problem detection/ solving abilities and analytical and logical bent of mind, giving total solutions for any area/problems.

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**EDUCATIONAL CREDENTIALS**

**Professional Qualification**

Course/Degree	Year	Institution
Company Secretary		
1. Professional Programme	2011	Institute of Company Secretaries of India (ICSI)
2. Executive Programme	2010	
3. Foundation Programme	2009	

**ACADEMIC RECORD**

Course/Degree	DIVISION	Institution/College/School
Bachelor of Commerce	Ist	Allahabad University, Uttar Pradesh
Class XII	Ist	Smith Inter College Azamgarh.
Class X	Ist	M.P.T High School Madhubani

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**PERSONAL DETAILS**

Father's Name : Dr. Jainath Roy  
Date of Birth : 04th July 1984  
Marital Status : Married.  
Languages known : English, Hindi