

**Sanjeet Kumar**

**M.Sc. Biotechnology, JNU New Delhi  
Executive MBA-IIM, Calcutta**

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**Current Employer: Pall Corporation –A Danaher group of company 15 March 2017-till date**

**Account Manager**

**Job Responsibility:**

- Catering upstream (SU Bioreactor, SU Mixer, Holding Tank etc) and Downstream (TFF, Chromatography, Filters, Virus Filter etc) monoclonal antibody, Rec. Protein and formulation manufacturer's requirement in assigned Key Accounts.
- Drive business, growth through business system such as CRM,
- Sales and Planning for Key Accounts, Monthly Business Projection to give on time delivery
- Business strategy planning, Competitor analysis
- Technical Discussion and understanding of new project at customer place.
- New business development.
- Target Achievement.

**Regional Sales Manager-NGS (Genome Analysis): Eurofins Genomics India Pvt. Ltd, Bangalore  
15 May 2016 to 28 Feb 2017.**

**Job Responsibility**

- Sales and planning in South India
- Technical discussion with scientist to understand the deliverables of NGS.
- Price Negotiation, Participating in technical committee
- Managing 6 people sales team.
- Proposals and presentation.
- Managing ongoing project from End to End process.

**1.Field Application Specialist: Genotypic Technology Pvt Ltd, Bangalore, North East India,  
Located at Kolkata Duration:1 Feb 2015 to 1 May 2016..**

**Job Responsibility**

- Sales and Marketing planning for North East Region.
- Maintaining Lead and regular follow up
- Forecast of sales for each month and achieving the target.
- Execution of Planned sales and Marketing.
- Participating in the tender, rate contract and recodes of EMD and Expiry of contract.
- Regular Visit all Institute in assigned territory.
- Taking care of presales and post sales process
- Following up for payment with the purchase department.
- Visiting all north east states based on planed marketing trip.
- Arranging seminar, giving presentation etc.

2. Senior Application Support-Genomics and BioIT Duration: 1July 2013 to 31 Jan 2015

3. Scientific Analyst Duration: 20 Aug. 2012 to 30June 2013

**Job Responsibility-**

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- Giving technical support to Indian business unit, Scoping of upcoming projects, participating in university/ institute tender and taking care of all technical queries from existing and new clients.
- Technical discussion with Scientist on upcoming project.
- Technical review with Execution team for all upcoming standard and non standard projects.
- Participating in departmental and external ISO audit as well as facility audit by the collaborator company.
- Managing ongoing project to complete within committed timeline and fulfil the commitment on deliverables.

**Worked in Next generation sequencing lab. Key responsibilities were standardization of the protocols.**

**Handling Sequencing run of Illumina, Ion Proton and Ion Torrent.**

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### **Previous Employer: Shri Ishwar Dyal Hospital Pvt. Ltd, Patna**

1. Laboratory In-Charge Duration: 1st March 2007 to 2010

- Supervising Pathology Lab operations. Leading team of 3 People.
  - Biochemical and Microbiological Examination of Body fluids (Blood, Sputum, Urine, Stool and CSF)
  - Three Months experience in Hospito India (Patna) as Quality Control Manager.
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### **Academic Information:**

- Masters in Biotechnology from School of Biotechnology, Jawaharlal Nehru University, New Delhi, (2010-12)
  - Bachelor of Science (Biotechnology Hons.) from Oriental College, , Magadh University, Bodh Gaya (2007-10)
  - I.Voc (Medical Lab Technician) from Gandhi Inter School, (BSEB, Patna), (2005-07)
  - Intermediate (10+2) Bihar Intermediate Education Council (2003-05)
  - High School (10th) from Kanhai High School (BSEB) Patna (2003).
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### **Technical Expertise.**

**(a) Next Generation Sequencing:** Library preparation for illumina, Ion Torrent, Ion proton, Emulsion PCR(One Touch 01and02), Enrichment of ISPs and Quality Check of DNA, RNA and ISPs ,Bio Analyzer, qPCR.

**(b) Analytical Biochemistry:** Used Fully Automated Biochemistry Analyzer (Merk) as well as Semi auto analyzer

**(c) Biophysics:** UV-Vis spectroscopy, Fluorescence Spectroscopy, CD Spectrophotometer etc.

**(d) Immunological tools:** ELISA (Semi automated and Fully automated (CLIA), Western blot.

**(e) Genetic Engineering:** PCR , Electrophoresis.

**(f) Cytological Techniques:** Flow Cytometry, Transmission Electron Microscopy.

**(g) Staining Procedures:** Giemsa staining, Gram Stain, AFB, Field Stain, Leishman's etc.

**(h) Haematology:** TLC, DLC, TEC, etc Haematology Analyzer (Merk)

**(i) Basic Knowledge of Tissue Culture.**

**(i) Basic Knowledge of Histopathology , Cytology, Microbiology, Clinical Pathology work and Microscopy.**

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### **Research Projects Undertaken:**

**M.Sc. Dissertation** at the School of Biotechnology, JNU, New Delhi, India

**Project title: "Effect of Ionic Liquids on Hen Egg White Lysozyme On Amyloid Fibril Formation"**

Supervisor: Prof. Rajiv Bhat, School of Biotechnology JNU.

**Concept of the work:**

It is now widely accepted that protein misfolding results into aggregates which cause various neurodegenerative disorders including Alzheimer's disease, Parkinson's disease, Huntington's disease, and Prion disease, etc. During the formation of a polypeptide chain on ribosome in a cell, the folding of polypeptide chain is a very crucial process. Molecular chaperones and chaperonins work together to fold the polypeptide in three dimensional conformation without affecting its amino acid sequence. Many efforts have been made in the past to solve the problem with the protein misfolding. Ionic Liquids consists of anionic and cationic salt and has low melting temperature because its ions are not well co-ordinated. Generally it used as reaction media for chemical and bio-catalytic reactions. Ionic liquids are important solvents used with biological molecules. It has many advantages like their non-volatility, good solvating properties, variable polarity range, and recyclability, which render these compounds environmentally "green". Ionic liquids are also used in protein crystallization and also in protein refolding, Stability study.

**Brief outcome of the work:**

Tetramethylammonium chloride, Tetraethyl ammonium chloride and Tetrabutylammonium chloride inhibiting the amyloids fibril formation and decreases the lag phase of fibril formation kinetics.

it is possible that the alkyl groups of ionic liquids might be interacting with the hydrophobic portion of the protein and protecting it from intermolecular association while the charged portion of the salt stabilizes the electrostatic interactions of its structure. This leads to formation of the native structure of the protein and prevention of fibril formation.

**Academic Honours:**

- Received 2-year **Department of Biotechnology (DBT)**, M.Sc. Biotechnology Scholarship for standing 5th out of ~50000 students in the JNU All India Biotechnology Entrance Examination, **Date:** August 2010.

**Conferences Attended:**

- "BIOEPOCH" symposium held at School of Biotechnology, Jawaharlal Nehru University New Delhi - 67 in 2011 and 2012.

**Poster Presented:**

- Presented a poster at the School of Biotechnology titled "Effect of Ionic Liquids on Hen Egg White Lysozyme Amyloid Fibril Formation" during M.Sc.
- Poster Presented at National Institute of Pharmaceutical Education and Research, Hazipur, Patna.

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**Personal Information:**

Name : Sanjeet Kumar

Father's Name : Sri Devendra Kumar

Mother's Name: Smt. Sharmila Sinha

Permanent Address: Gopal nager Nawada, Bihar(805110)

Correspondence Address: S/o Sri Devendra Kumar

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Date of Birth: 13-07-1988

Sex: Male

Language known: Hindi, English

**Extracurricular activities:**

- Served as Common Room In-charge in Sutluj Hostel JNU New Delhi.
- Member and class representative of Faculty Student Committee of School of Biotechnology JNU, New Delhi.

***References:***

➤ **Prof. Rakesh Bhatnagar**

Vice Chancellor

Banaras Hindu University

Banaras

**Mr. Kondal Reddy**

HUB -Manager

Pall Corporation - Pune

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Date: 05-01-2020



Place: Hyderabad, India

Sanjeet Kumar