

Kalkata Jewels Redefines B2B Gold Jewellery Buying Experience in India with Seamless Online Platform

Kalkata Jewels is revolutionizing B2B gold jewellery buying in India with its online platform, offering BIS-hallmarked products, no minimum order, and pan-India delivery for retailers and resellers.



Pune, Maharashtra Jun 13, 2025 ([IssueWire.com](https://www.issuewire.com)) - Kalkata Jewels: A B2B Gold Startup Powering Indian Retailers

Dilip Samanta

Founder & Managing Director, Kalkata Gold Pvt Ltd | Kalkata Jewels

Dilip Samanta is the visionary Founder and Managing Director of **Kalkata Gold Pvt Ltd**, a pioneering name in India's **B2B gold online jewellery platform** space. With over **25 years of experience in business**, Dilip brings unmatched insight and practical knowledge to the jewellery industry, despite having a modest educational background up to 12th standard. His journey reflects his sharp entrepreneurial acumen, hands-on leadership, and deep understanding of market needs.

???? A Mission to Modernize Gold Trade

Driven by a goal to **save time and money** for retailers and wholesalers, Dilip identified the inefficiencies in India's traditional gold jewellery supply chain. Recognizing the slow transition of offline jewellers to digital channels, he founded **Kalkata Gold Pvt Ltd** in 2021. He soon launched [Kalkata Jewels](#) — the company's digital-first brand — to bridge the gap between local goldsmiths and retailers.

His vision was clear: to **help offline retailers shift to an online platform** and bring structure, transparency, and speed to a highly fragmented industry. By leveraging digital tools and a mobile-first marketplace, Kalkata Jewels enables real-time inventory access, certified quality, and seamless logistics — something previously unimaginable in this sector.

???? Leadership & Impact

As a leader, Dilip is **strategic, grounded, and relentlessly customer-focused**. He leads with a philosophy that combines traditional business values with modern execution. Within just three months of launching the business, he successfully **onboarded 1,000+ jewellery retailers and 100+ sellers in Maharashtra** — a testament to his credibility, market understanding, and speed of execution.

Under his leadership, the company culture is built on **trust, efficiency, and responsiveness**, where every team member understands the importance of relationship-building in B2B trade. Dilip also fosters a culture of innovation by embracing new technologies and encouraging customer-centric thinking.

???? Values, Influence & Reputation

Dilip is known for his **honesty, resilience, and long-term thinking**. His business practices are guided by values such as **transparency, integrity, and service excellence**. He is often described by peers and team members as a **decisive, humble, and forward-thinking leader** — someone who listens well, adapts quickly, and leads from the front.

He also supports the broader jewellery ecosystem by offering informal mentorship to young entrepreneurs and maintaining strong relationships with artisan communities in Kolkata. Though not formally part of industry associations, his work speaks volumes within the B2B jewellery trade.

???? Looking Ahead

Dilip's future vision is to build an **end-to-end digital ecosystem for the Indian jewellery industry**

— from sourcing to delivery. His goal is to expand beyond gold into **silver, gemstones, bullion, platinum, and diamond segments**, creating a unified platform that supports the evolving needs of modern jewellery businesses.

With Kalkata Jewels positioned as a digital disruptor and Kalkata Gold Pvt Ltd as a trusted entity, Dilip Samanta continues to transform traditional jewellery trade into a smart, scalable, and tech-enabled business model.



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