|  |
| --- |
|  |
| **Gulfjobseeker.com CV No:** **1229784**  **Mobile** +971505905010cvdatabase[@]gulfjobseeker.com  To contact this candidate use this link  <http://www.gulfjobseeker.com/feedback/contactjs.php> |

**Career Summary:**

Decisive, Results-Focused professional offering an experience of more than 15 years in the field of Team Building/Management/Business development focused on Facility Services, Logistics and Resources Management.

Hospitality Service Industry with domain competence in Operations, Supply chain management and Client Relations Management with excellent communication skills and strong knowledge in all aspects of the Service Industry.

Innovative and exceptionally creative to foster ideas that impel the organization towards a result-oriented directions. Impeccable client management and leadership skills with impressive professional-speaking abilities. Driven by new challenges and adept at adapting to any diversified cultural and business environments.

**Career Objective:**

Seeking a senior level Managerial Position in the service sector where in my diligence and extensive experience contributes to the growth of the organization. My key skills include:

* Leadership/Management Skills
* Client satisfaction
* Interpersonal Abilities
* Portfolio Management
* Planning/Organizing
* Contract/Bidding Management
* Teamwork
* Problem-Solving/Reasoning/Creativity
* Hospitality Management
* Efficiency enhancement

**Key Achievements:**

* Successfully started Facility Services Division in Qatar in the year 2007 and running successfully with the total manpower of around 650 nos.
* Managed both the states of Andhra Pradesh and Karnataka, India with the total manpower of almost 3,500 people of all the levels like Housekeeping, Chauffeurs, and Office boys etc.
* Managed a New Year Event in Hyderabad, India in the year 2007 with the total of 500 nos. of drivers for Fleet Management.

**Career Path:**

**Dar Al Salwa - Division Manager from July 2013 to Sep 2013:**

This is a part of Vision V holdings and they have 4 villa compounds and they are into Real Estate, Sewage and Maintenance

**Key results**:

1. To develop sales, client retention and business expansion
2. Handling sewage, maintenance and real estate
3. Ensure operation department are able to plan and execute the deliverables to the clients at the given point of time

**Argon Global WLL – General Manager from March 2013 to May 2013:**

Argon global is one of the leading technology players in Qatar. They offer value added services in MEP and all types of services. Since Qatar is booming up they want to open Facility services.

**Key results**:

1. To prepare company profile for facility services
2. To finalize and design the uniforms for all the employees
3. Preparing the costing sheet, agreement and SOP

**Usha Consultancy, India – Chief Operating Officer from May 2011 to Feb 2013:**

They are the leading Facility services in retail sector at Bangalore. Lead the team of 1300 employees and to look after the team of operations, finance, HR & Sales.

**Key results:**

1. Develop the company business from 5 million in a month to 10 million in a month within a span of 1 yr.
2. Increased the company profit from 10% to 20%
3. Increased customer profile and double the manpower strength
4. Implementation of standardized uniforms for the employees
5. Built a strong relationship between the clients and the employees

**G4S Facility Services Qatar WLL – Divisional Manager from June 2007 to November 2010:**

The world’s leading international security solutions group. G4S Qatar has been a symbolic icon in Security & Safety industry. Since they want to start facility services, they had transferred me from India to open this Facility division

**Key results:**

1. Successfully started the Facility division
2. Prepared company profile and designed uniforms for Housekeeping boys & Office boys
3. During my period we had successfully awarded ISO 9001, ISO 14001 and OSHAS 18001
4. Handled all the departments like Operations, Sales, Finance and HR
5. Within 3 years we had 650 employees working in the sites and handling the business of around 1.5 million in a month with the gross profit of 25% per month
6. Preparing budget and achieving the targets

**G4S Facility Services India Pvt. Ltd. – Regional Manager for Andhra Pradesh & Karnataka from July 2002 to May 2007:**

G4S specialize in soft facilities management and special support services in all the segments. We provide end to end solutions, tailored to meet our clients.

**Key results:**

1. Successfully managed both the states of Andra Pradesh and Karnataka
2. Handled around 3500 employees in all the segments
3. Handled business of around 18million per month with the gross profit of around 20%
4. Handling the operational pressure and meeting the clients on a regular interval.

**Centurion Services – Operation Manager from May 1998 to June 2002:**

It’s a part of G4S Facility services, it was earlier called as Centurion services with the headquarters in Karnataka.

**Key results:**

1. Handling only the operation team of around 1000 employees
2. Meeting regularly all the clients and sorting out the problems
3. Very good in handling people especially drivers

**Maxworth Orchards India Pvt. Ltd – Sales Executive from Aug 1996 to April 1998**

Maxworth orchards is a Sterling group of companies dealing with selling orchards, it’s a fortune 500 companies.

**Key results:**

Selling of empty lands for the customers and inturn they will get the money back after 5 years in cultivation.

**Key Responsibilities**:

* Managed all aspects of business including marketing, strategic planning, business developments, account management, and customer service.
* Spearheading the team ensuring maximum efficiency and ensuring customer satisfaction
* Responsible for interfacing with the clients and solving grievances
* Carried out presentations and seminars improving product awareness
* Developed and presented business acquisitions report to management, which enabling management to make business decisions
* Played a key role in increasing customer retention level within saturated market
* Conduct trainings and induction for new employees
* Acted as a liaison between the Company and the Key account clients for all issues and represent the team in discussions with senior management on the account status.
* Handling all the dept like Sales, Operation, HR, Accounts, Quality, Stores and Fleet Management staff

**Education Qualification:**

Bachelor of Arts (Economics) 1996

Madras University, Chennai

**Technical Skills:**

Category Software/ Tool / Technology

Office Tools Ms-Office Package, Ms Access

DBMS Environment Windows 98/2000/XP

**Personal Details:**

Date of Birth 10th Oct 1974

Marital Status Married

Language Known English, Hindi, Tamil and Malayalam

Nationality Indian