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**Career Objective:** International Business, Sales & Marketing

**Work Experience:** 19 years’ rich experience in International Business, Sales & Marketing

**Education Qualification:** Bachelors in Commerce

**Professional Experience:**

**1) Company- Emirates National Factory for Plastic Industries LLC, UAE**

Designation– Sales Manager

From- January 2015 till date

Company Brief- Company is involved in the manufacture of customized flexible packaging materials for food, hygiene and detergent products.

Responsibilities:

* Reporting to the GM, entrusted with the responsibility of managing business for Kuwait, Yemen, Egypt & MNC’s.
* Target Sales of US$ 3 Million in 2015 and efficiently manage sales in Egypt, Kuwait, Yemen & MNC’s
* Develop Local Market
* Market Research and Competitor Analysis
* Exports Operations

Achievements:

* Have collaborates successfully with agents to promote sales in Egypt & Yemen markets
* Got breakthrough with few local companies
* Introduced few MNC’s

**2) Company- Integrated Plastics Packaging LLC, Dubai, UAE**

Designation– Senior Regional Business Development Manager

From- October 2009 to October 2014

Company Brief-Company is involved in the manufacture of customized flexible packaging materials for food, hygiene and detergent products.

Responsibilities:

* Reporting to the Managing Director, entrusted with the responsibility of managing business for Kuwait, Yemen, Sudan, Egypt & MNC’s.
* International Business Expansion
* International Clients Relationship Management
* Market Research and Competitor Analysis
* Exports Operations
* Order Coordination and Completion
* Sales Promotion
* Team Motivation and Development

Achievements:

* Successfully spearheaded the export operations for business worth USD 5 million and efficiently managed sales in Sudan, Egypt, Kuwait, Yemen and MNC’s
* Key role in identifying market potential for new products yielding higher margins with sales contribution of 25% from the entire budget
* Secured contracts worth US$ 2 million with a couple of MNC's
* Successfully managed to recover old bad debts worth US$ 1 million
* Achieved success in gaining lost business worth US$ 0.5 million

**3) Company- Huhtamaki - The Paper Products Ltd., Mumbai, India**

Designation– Deputy Manager

From- August 1999 to September 2009

Company Brief-A Multinational Company & and the largest manufacturer of flexible packaging material in India with turnover of US$ 100 million per annum in the year 2008.

Responsibilities:

* Reporting to General Manager - Exports, entrusted with the responsibility of managing business for entire Middle East & MNC’s.
* International Business Expansion
* Business Development
* International Clients Relationship Management
* Market Research and Competitor Analysis
* Exports Operations
* Order Coordination and Completion
* MIS Reports Management
* Team Motivation and Development

Achievements:

* Instrumental in enhancing sales from US$ 2 million to US$ 5 million within a span of 5 years.
* Escalated sales from zero to US$ 1 million in 3 years through development of new markets.
* Secured major contracts with MNC companies like Unilever and Henkel with total contribution of US$ 1.5 million for year 2008.
* Recognized by Reckitt Benckiser, Dubai for Excellent Customer Service and timely completion of new project in the year 2008.
* Provided new cost effective products to customers coupled with maintenance of gross margin.
* Growth pattern in Huhtamaki - The Paper Products Ltd.:

Deputy Manager, Aug 2007 to Sept 2009

Senior Exports Executive, Jul 2005 to Aug 2007

Exports Executive, Sept 2003 to June 2005

Exports Officer, Aug 2001 to Aug 2003

Exports Assistant, Aug 1999 to Jul 2001

**4) Hermes Exports Pvt. Ltd., Mumbai, India**

Designation– Exports Assistant

From- June 1998 to July 1999

Company Brief-A merchant export company handling export enquiries from various countries and specialisation in government tenders

Responsibilities:

* Reporting to Managing Director. Responsiblefor handling export enquiries & export government tenders from various African countries.
* Finding right source for export enquiries & tenders
* Auditing companies to check their quality standards & capabilities for handling volume of business
* Order Coordination and Completion
* Exports Operations
* Market Research for products wherein demand in export countries is high and finding source for the same
* International Clients Relationship Management

Achievements:

* Achieved success in completion of tender for rice exports to Nigeria with full charter vessel of 12,500 tons.
* Played a vital role in the award of first tender worth US$ 125,000 from Kenya Ports Authority for ropeway business.
* Achieved breakthrough for supplies of Caps to Sri Lanka Navy authority.
* Procured tender from SFCE (Government body for hospital equipment based in Senegal) with first business awarded was worth US$ 75,000
* Identified market potential for automobile parts in Sri Lanka and developed quality and competitive supplier in India with 1st year sales of US$ 25,000 and profitability of 25%.

**5) Vinayak Marketing, Mumbai, India**

Designation– Self Employed

From- May 1996 to April 1998

Company Brief-Distributor for Tata FMCG products i.e. Tea, Coffee & Salt

Responsibilities:

* Personally involved in Sales
* Responsible for Purchases, Stock & Finance
* Competitor Analysis
* Strategic Financial Planning & Control
* Market Research and acquiring distribution for new companies
* Sales Promotion for new products

Achievements:

* Integral role in augmenting sales from US$ 150,000 to US$ 250,000.
* Promoted new brands of tea to grow sales by more than 100%. The sales for tea brand jumped from No. 6 to No. 3 in a span of 6 months.
* Supported small scale agents to improve their business and reduced company overhead costs of labour and transportation by almost 10%.

**Personal Details:**

**Date of Birth:** 28th November 1974

**Languages Known:** English, Hindi

**Nationality:** Indian