LEJO

LEJO.340181@2freemail.com

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PRODUCTION MANAGER / Sr. ACCOUNT MANAGER-MARKETING / BRANDING PROFESSIONAL

Seeking challenging assignments with growth oriented organizations across the Industry.

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PROFILE & STRENGTHS

* Competent and diligent professional offering 7+ years of relevant experience across Production, Marketing, Branding activities, Client Management, Project Management Strategic Planning, Events & Sales.
* Last worked as Production Manager –The Look Company -Doha ,Qatar.
* Associated as Account Executive-Retail Experience with Blueapple Mediacom FZ LLC, Dubai
* Worked with Desert Dreams LLC., Muscat (Oman) as a Senior Account Manager – Marketing.
* Recognized as a hands-on, proactive individual who can rapidly identify business, formulate tactical plans, initiate the bid and implement effective business strategies in challenging environments.
* Excellent Relationship Management skills, with the ability to conceive profitable and efficient solutions utilizing technology and resources.
* A strong team player, training, guiding and motivating teams of professionals towards maximum productivity with exceptional consensus building, negotiation and interpersonal skills.

AREAS OF EXPERTISE

* Business Development
* Marketing campaigns
* Direct Marketing
* Supplier Negotiation / Vendor Management
* Client Management & Client Retention
* Event Management
* Project Management
* Production Management
* Sales Administration

PROFESSIONAL EXPERIENCE

THE LOOK COMPANY – Doha, Qatar August 2016 – January 2017

Production Manager

* Manage the manufacturing operations of Pre-Press, Printing, Sewing and Finishing

 Team.

* Manage all production staff and oversee the scheduling of production and delivery

 of all projects in accordance with order requirements

* Ensure quality standards are met and investigate and report on failures. Design training to address recurring quality issues
* Facilitate regular team meetings related to quality, safety and project status
* Complete various reports to monitor scrap, production levels, and job costing requirements or other reports as may be required from time to time by the Operations Director
* Analyze production performance and implement improvements to maximize efficiencies.
* Ensure no jobs are put into production without proper documentation such as a Quick Books Reference or WO Number or approved Sample Request
* Liaise with other departments to assure smooth operations within the manufacturing and warehouse environments
* Troubleshoot equipment failure, as required, implementing and managing a regular maintenance program.
* Manage and coordinate the repair of equipment as required and notify Operations -Director of any breakdowns
* Ensure inventories of supplies are maintained at proper levels so production proceeds without interruption.
* Adhere to new inventory process and ensure all staff are trained and follow the process
* Purchase Requisitions for raw materials as required
* Identify training requirements for production staff and coordinate coaching, training and skill learning sessions for all production and warehouse staff
* Manage the production department in consideration of Company policies and procedures, customer requirements and government laws and regulations
* Research innovative solutions, product and new equipment regularly and provide management with recommendation as appropriate
* Develop new product and material for recommendation
* Ensure safety procedures are followed at all times

Projects Handled

* FINA –Airweave Swimming World Cup Branding
* Al Shaqab – Longines Global Champions Tour Show Jumping Event
* Ladies Golf Open - European Tour.
* Barcelona Vs Al Ahli- Al Gharaffa Stadium branding
* Supercoppa Final – AC Milan Vs Juventus – Jassim Bin Hamad Stadium branding and entire event branding
* Various Football Events for Qatar Football Association
* National Day Street Banner project-More than 4000 Flags produced and installed within a week
* ANOC(Association of National Olympic Committees) –General Assembly Meeting- Entire event
* ATP World Tour – Qatar Exxonmobil Mens Open 2017 –Entire Event
* FIDE World Chess Championship ,Doha-Entire event
* And Day to day branding requirements for various clients and projects.

BLUEAPPLE MEDIACOM FZ LLC-Dubai Feb 2016 – June 2016

Account Executive – Retail Experience

DESERT DREAMS LLC.-Oman March 2011 – Feb 2016

Sr. Account Manager - Marketing

Telecom, Banking, Automobile & Branding partners

* Instilling a marketing led ethos (philosophy) throughout the business
* Researching and reporting on external opportunities
* Understanding current and potential customers
* Customer relationship Management
* Developing marketing strategy and plan
* Managing agencies, measuring success and also working towards achieving the monthly target.
* Managing budgets & ensuring timely delivery. Forecast operations expenses for each show and provide options on services.
* Approving images & developing guidelines
* Making customer focused decision
* Guiding the execution of the events, branding or advertising tasks
* Serve as onsite manager during events; handled incidents and activities as they occurred.
* Handled in-house exhibitor services sales, billing, and order processing.
* Achieved a prompt record of exceeding target and being number one performer in most of the quarters.
* SPOC for branding and events execution for telecommunication giants OOREDOO & OMANTEL, Banking domain HSBC, Automobile sector FERRARI & MASERATI and major advertisement agencies like Wunderman, Suza Events, Business international Group(B.I.G.) & United Media services(U.M.S.)

DESERT DREAMS LLC. Aug’ 2010 – March 2011

Production Manager

* Managed the complete production of various printable medias.
* Looked after the timely delivery of the materials.
* Purchasing of all the medias needed for printing.
* Coordinating with the marketing team.

Managed the complete work for Asian Beach games 2010 held in Muscat.

* Managed the complete fabrication work for various signages.
* Managed the production of the complete vinyl job given to us.
* Managed installation of the signage’s on various locations.

Alfardan showroom (Ferrari) Launch event

* Managed the complete production, fabrication and fixing of Stage, platforms, event branding and showroom branding for Alfardan showroom which are the only dealers for Ferrari Cars across Oman.

Ooredoo Launch and Rebranding

Nawras, a leading Telecommunications provider in Oman was Rebranded to Ooredoo as a part of their Rebranding campaign in various countries.

* Managed the complete production, fabrication and fixing of Stage, platforms, event branding, signages and external branding for Logo Launch event which was held At Hotel Al Bustan Palace.
* Managed the complete rebranding campaign for Ooredoo all over the Sultanate of Oman.
* Rebranding of Main Showrooms all across Oman.
* Rebranding of All the Vehicles.
* Rebranding of Dealers shop all across Oman
* Rebranding of The Main Headquarters
* Various events across Oman as a part of their Brand Activation.

Vale Pelletizing Company, Sohar

* Managed the complete fabrication and fixing of building Signages and Wayfinding signages.
* Managed the branding of megacoms and offices.

Muscat Festival 2015, 2016

* Responsible for the complete fabrication and fixing of Exhibition Stalls for Sultanate of Oman Telecom giants Omantel and Ooredoo.
* Recorded the highest number of sales target for 3 consecutive years.
* Recognized as one of the best conversion specialist in the organization.

COGNIZANT TECHNOLOGY SOLUTIONS LTD.-Mumbai Feb’ 2009 – Aug’2010

Trainee Junior Data Analyst

Client: Novartis

* Responsible for corresponding with the end user of Novartis products, which included Medical professionals, Patients and Medical representatives.
* Responsible for providing database based on end user interaction to enhance the quality of the Novartis products.
* Partnering with the client to facilitate better and correct usage of the product by the end user.
* Facilitating continuous improvement in the Novartis products by making case studies and market research.
* Mentoring new team members and assisting the team lead in making MIS and general Job status reports.

Career Progression

Junior Data Analyst Sr. Account Manager Marketing

Cognizant technology Ltd. (Mumbai, India) Desert Dreams LLC. (Muscat, Oman)

(Feb’2009 – Aug’2010) (Aug’2010 – Feb’2016)

ACADEMIC & PROFESSIONAL CREDENTIALS

B.A.M.S. (Bachelor of Ayurvedic Medicine & Surgery)

Rajiv Gandhi University of Health Science, Bangalore

Higher Secondary Certificate; 2000

A.S.C. College of Arts, Science & Commerce, Mumbai University

Senior Secondary Certificate; 1998

St. Lawrence High School, Mumbai University

Technical Proficiencies

Excel, Outlook, PowerPoint and Word, Knowledge of the working of various printing machines.

Date of Birth: -2nd July 1982

Hobbies & Interests : Travelling, watching and playing Cricket and Table tennis

Driving License- India, Oman, UAE.

Linguistic Abilities: English, Hindi, Marathi & Malayalam

References: Available on Request