

Contact HR Consultant for CV No: 351179

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**PROFESSIONAL SUMMARY**

MBA graduate from top tier business school with 5 years of experience in consulting and operations in the information services and manufacturing industries. Proven expertise in consulting on strategic initiatives, project management and managing medium to large teams on time constrained projects. Considered a leader of change, through value creation, and effective at establishing relationships with C level. Excellent analytical, problem solving and communication skills

**EDUCATION**

**IE Business School** – Ranked 8th Worldwide Madrid, Spain

International MBA December 2015

* Awarded letter of recognition - leadership excellence
* Consulted projects for Lego group and Mutua Madrilena

**N.M.A.M. Institute Of Technology**  Mangalore, India

Bachelor of Engineering, Mechanical Engineering July 2010

**CAREER HISTORY**

**OCEAN RUBBER FACTORY,** *Largest rubber products manufacturer in the Middle East U.A.E*

*Consultant* October 2016- Present

* Assisted the Managing Director to develop a new operations strategy to consolidate existing divisions through manpower and machinery sharing, to improve operational efficiency and reduce cost by 8%

**WOLTERS KLUWER,** *Leading information service and software provider* Madrid, Spain

*Associate - Management Consultant*  February 2016 - July 2016

* Assisted the **director of corporate strategy** on strategic initiatives for the company and its subsidiaries, worth $4 billion by revenues. Identified business development opportunities for Healthcare, Tax and Legal divisions
* Repackaged existing products, to provide **value added solutions**, by developing standardized **price models and competitive benchmarking** analysis for an expected 20% increase in revenue for the product line
* Proposed an **E-commerce go to market strategy** for the transformation from the tradition field sales to online sales. Assessed **price transparency** and **lead generation** implications over traditional sales. Expected sales increase by 10%
* Built an industry specific **data mart** **to analyze** the correlation between product usage and price. Analysis concluded stark difference in price paid and eliminate high discounts for up to 3% clients which had high usage
* Mapped the **customer journey** and analyzed NPS date to propose a new user experience focused “circular” customer journey in place of the traditional linear path. The new journey easily identified scope for improvement by 15%

**EMZINGO,** *Leadership education design firm* Madrid, Spain

*Consultant – Impact project* September 2015- December 2015

* Developed **10 new business opportunities**, based on the **value proposition and customer requirements**
* Proposed new programs and restructured existing programs to enter into a **new niche market** segment, by **creating value** at no additional expense. Estimated revenue increase by 25% and 60% respectively
* Opened new **communication channels** to develop partnerships to expand its global presence by 100%
* Developed the “Alumni Engagement” program to promote the brand with an expected revenue increase by $88K

**OCEAN RUBBER FACTORY,** *Largest rubber products manufacturer in the Middle East U.A.E*

*Process Engineer, New Abu Dhabi Plant* August 2013- October 2014

* Worked with the **managing director** to develop a market strategy and workflow of the new $8M manufacturing plant. Focused on strategy, operations and pricing aspects of the project and was **first point of contact** with consultants
* **Developed and executed the market strategic plan** to rebrand the company image to target new customer acquisition based on customer analysis and segmentation, competition, and pricing. Created marketing collateral worth $110K
* Estimated **feasibility and suggested improvements**, by reducing costs by 11%, of running manufacturing operations

*Production Engineer, Rubber Express* Division April 2011 - August 2013

* **Created and managed** the “Express” division of the company, overseeing a multicultural **team of 25** and working with **cross functional teams** to attain revenues of $2M per year. **Promoted twice** during this period
* Oversaw the shop floor **planning, workflow, budgeting, and delivery** of around 150 build to customer orders/month
* Undertook 9 **time constrained projects** with heavy penalty clauses in excess of $2,500 per day
* Led team of 12 on a **$350K project** for a major O&G client on a reduced timeline by 20%. Successful completion generated additional orders worth $1.2M
* Engineered the blasting room to reduce process time and cost, resulting in **ROI of 140%** and cost savings of $80K/year

**EXTRACURRICULAR ACTIVITIES**

Member of the Toastmasters Club, an NPO that excels in communication and leadership development

Master of ceremony for a cancer fundraiser that included guest from the C level of the top firms in Dubai