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| * **Personal Details:**   + Marital Status : Married |  |

* **Work Experience:**

**Segment Y Automotive Intelligence Pvt Ltd - Automotive Research Manager.**

Jan 2013 till Date *India*

* **Manage a team** of fifteen researchers and programmers
* In charge of the entire **vehicle specification research system** for Passenger Cars & Commercial Vehicles for the Indian and ASEAN markets
* **Competitive analysis, Pricing Analysis** and **Value analysis** calculation and comparison for a basket of vehicles for A0, A, B and C segments for Indonesia, Malaysia, Singapore and Hong Kong
* Use market knowledge to **influence decisions** regarding customers’ products’ pricing and sales programs.
* Responsible for the specifications data that drives decision-making in South-East Asia for OEMs like VW, Toyota. Bosch.
* Analysed **monthly and yearly sales volumes** in the ASEAN markets to provide information that help drive current OEM models’ future **go-to market strategies**.
* Maintaining strong and cordial **relationships** with corporate level sales and product managers
* Conducted and **facilitated** specifications **training** and **conferences** for all researchers across South-East Asia
* **Lead team-training** projects, help train and motivate new employees
* Participate in strategic and operational planning processes and development of **long-term strategies** for the company
* **PARC consolidation and calculation**, model-wise, at an engine and power level split for Indian & ASEAN countries for the largest auto component manufacturer.
* Overseeing of the programming team for the **implementation and development of the MIS** system that includes the specification, volume and news system

**Tata Interactive Systems – Senior Business Manager**

May 2012 till December 2012 *India*

As a single point of contact for the client and the team, was empowered to manage projects within defined parameters of cost, time, scale and quality. Led and motivated a multifunctional team consisting of Graphic Designers, Software Engineers, Content writers/ Instructional Designers

**Al Nisr Publications / Gulf News - Account Group Manager**

Jan2009 till May 2009

*Dubai (UAE)*

Prepared a comprehensive sales planner of prospective clients for a particular topic and product. Revenue generated was **highest** in the team in the second month.

### **Shanghai Marco Stationery Company - International Sales Executive**

### September 2007 till September 2008 Shanghai (China)

* Key account Management of clients from Europe, Middle East and the Indian subcontinent
* **Acquired** as a client and **created a successful partnership with BIC,** one of the **world’s largest stationery companies.**
* Responsible for **pricing,** of new products and for new customers
* Responsible for **design recommendations** & **expanding product profile** ofexisting customers
* Conducted regular market research to get a better understanding of competitive landscape (**pricing, product, marketing and channel strategy**)
* Participated in Trade Fairs as part of marketing and sales activities for the company
* Demonstrated an unwavering commitment to customer service, adding new customers while maintaining premium service levels with existing accounts

**Emirates Airlines - In-Flight Services – Flight Steward**

### March 2004 till August 2007 Dubai (UAE)

* Ensured an excellent standard of service throughout the cabin so as to exceed customer expectation and hence bring about repeat business.
* Was selected for SFS promotion within two and a half years of service.
* **Qualifications:**
  + PGDM (MBA) – Xaviers Institute of Management, Bhubaneswar, (*2012)*
  + Bachelors in Information Technology – IGNOU, New Delhi, *(2003).*
* **Achievements / Extra Curricular / Projects**
  + Presented a Case study at the **2011** **Indian Retail Forum** held in Mumbai on Failed Retail Chains and won third place All India.
  + Marketing project on **Consumer buying behaviour** with respect to **hatchbacks and sedans** in the auto industry.
  + Participated in Mahindra War-room in the **Retail and Auto Sectors**
  + **President of a youth group** in Mumbai that organized and coordinated socio-cultural programs (2000 – 2003)
  + Coordinated and developed a youth program for expat children in Shanghai along the lines of the World Youth Day program, 2008
  + Certificate Deutche als Frendsprache - (German language course), Max Mueller Bhavan, Mumbai (Goethe Institute)
* **Major Strengths:**
* Ability to work in a team
* Ability to communicate concisely and effectively.
* Ability to establish priorities and work under limited supervision
* **LANGUAGES:**
* English – Native (Mother tongue)
* German – Basic (beginner)
* Hindi – Functional



**Gulfjobseeker.com CV No:** **1493640**