**Ganesh**

**Email:** **ganesh.387429@2freemail.com**

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| **Profile** |

Marketing & Business Development Professional with over 10 years of experience in Stainless Steel, Duplex, Super Duplex, HiNi Alloys, piping material (pipes, fittings, flanges & instrumentation tubings), flat products & coils to target sectors such as Oil & Gas, Refinery, Power / Water Plant, Construction, Manufacturing, Food & Beverages and Marine industries. Extensive networks and experience in Middle East, Indian and Korean markets. Dealt with products from global leaders such as Nippon Steel & Sumitomo Metal Corporation, Sanyo, Salzgitter Mannesmann, Walsin, Erne Fittings, BKL, NFF, WMASS, Aparem, Acerniox and Columbus .

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| **Career Objective** |

Looking for challenging roles in Business Development & Marketing to apply my expertise in the above said markets and industries.

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| **Work Experience** |

1. **Marketing Manager**

***June 2009 – till date****:* ***MEZON STAINLESS STEEL FZCO, Dubai (100% owned by SUMITOMO CORPORATION JAPAN)****.*

Responsible for developing new territories and increasing clientele. Market and promote stainless steel manufacturers and their products across Middle East, Korea & Indian markets.

**Job responsibilities**

* Represent the products and associated manufacturers.
* Evaluate projects and create opportunities for the company/manufacturers.
* Segment and position products of various manufacturers.
* Collect market information and develop product specific strategy and plan.
* Analyze data from the market and report to the Mezon top management.
* Handle various key accounts including National O&G companies, EPC contractors and large fabricators.
* Participate and represent the company in various exhibitions, trade shows and various industry forums.
* Prepare commercial/technical bids for project tenders.
* Arrange and attend commercial clarification meetings with clients.
* Ensure completion of supply activities within the established project schedule.

**Significant Achievements**

* Successfully prequalified and registered Mezon with several high potential end users including but not limited to PDO, ORPIC, SABIC, Saudi Electricity, MAADEN , Petro Rabigh, Qatar Petroleum, KNPC, BAPCO, Banagas and EIL. These new accounts contributed to cumulative sales (from stock & forward deliveries) of circa. US$15 million within a period of 3 years.
* Successfully executed various projects in different regions with larger EPCs like Petrofac , JGC, Samsung, Larsen & Toubro, NPCC , Dodsal, Techint and Saipem.
* Identified & appointed agents in territories.
1. **Admin / Marketing Executive**

***April 1997 to May 2009: Topaz Energy & Marine SAOG, Abu Dhabi /Dubai / Salalah offices.***

 **Job responsibilities**

* Handled entire Office and Plant Admin for a 800 staff company in a very complex environment including multiple trade licenses, locations and work sites.
* Promoting the organization for activities like ship repair, machining, fabrication, electrical and mechanical works.

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| **Significant Achievements** |

* Opened a branch (setting up a full-fledged workshop for ship repairs) inside Salalah Port.
* Reduced existing cost (various areas) by 20% introducing new suppliers & innovative applications.
1. **Operation Executive**

**April 1993 to March 1997: Al Naboodah Laing (Plant Division)**

* Was responsible to ensuring supply of machineries and plant for multiple ongoing project sites.

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|  **Strengths** |

* Integrity and ethics.
* Result orientation and work ethic
* Interpersonal skills . Can develop rapport with key decision makers very quickly
* Verbal and written communication and presentation skills
* Planning and organising
* Ability to work Independently and to a deadline
* Ability to manage workload efficiently (multi-task)
* Dependable. Provide prompt and open feedback.
* Process orientation
* Self confidence

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| **Education Qualification** |

**Bachelor of Commerce – University of Calicut – 1990.**

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| **Personal Information** |

* **Nationality :** Indian
* **Birth date : 2**5th April 1969
* **Marital Status :** Married
* **Languages known : English, Hindi & Malayalam (fluent written & verbal)**

 **Tamil (Verbal)**

* **Driving License :** Valid UAE driving License