**SAAGAR**



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| **BUSINESS DEVELOPMENT** | **MARKET RESEARCH** | **QUALITY ASSURANCE** | **SALES - MARKETING** |
| **PROJECT MANAGEMENT** | **INSURANCE - FINANCE** | **COMPLIANCE – CONTRACTS** | **WEALTH MANAGEMENT** |
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**Email:** **mirza-397491@gulfjobseeker.com**

**Date of Birth: 20th April 19887** **Nationality: Indian Location: Dubai**

**EXECUTIVE SUMMARY: Skilled professional with 7 years of expertise in businesss development, inter-cultural communication, sales-markketing, real estate & property, market research, quality asssurance, compliance evident and proven through achievvements in different sectors in India, UK & US. Interested in a challenging role with an aim to make a positivve contribution towards the organization’s profit maxximization, and self-growth.**

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| **Business Strategies - Innovation** | **Cross Cultural Communication** | **Compliance & Contracting Laws** | **QA, Research & Development** |
| **Logistics & eCommerce** | **Project & Operrations Mgt** | **Property & Real Estate Mgmt.** | **Salees- Marketing** |
| **Public Relations & Negotiation** | **Digital & Social Media Marketing** | **Qualitative-Quantitative Analysis** | **Export Import Policies** |
| **Analytic-Numerate** | **Business Acummen** | **Goal-Oriented** | **Team Player** |
| **Entrepreneurial** | **Proactive-Enerrgetic** | **Problem Solver** | **Flexxible-Adaptable** |
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| **EXPERIENCE** |  |  |  |
| **Officer - Contractor Liaison** |  |  | **2018- Feb 2020 (India)** |

**Liaised between organizations and commpliance team to plan/ strategize with their activities & end goals. Executed W2 & C2C contracts betweenn B2B, MSPs, direct hires, pass-through cases, 3rd party reeferrals.**

**Achieved best utilization of resources between organizations, in accordance with USCIS guidelines & updates.**

**Ensured own compliance with quality prrocedures & contingency plan procedures as per US Immiigration & Employment Laws. Communicated prompt response to incidents/ events as necessary. Dealt with complete US recruuitment on-boarding process. Managed and trained recruitment teams, national / international background check partners as reequired.**

**Played a key role in maintaining business relationships with clients like Infosys, Verizon, IBPM, C OX Communications etc Achievements: Contributed for over 40% (marginn wise) B2B business by negotiating with difficult business partners.**

**Quality Assurance Executive** **Aress Software Pvt Ltd** **2015 –2018 (India)**

**Implemented PQM CMMi Lev.3; ISO 90001:2008 (QMS), ISO 27001:2005 (Data Security Systemss) standards for quality.**

**As Business Developer, extended appllication support services like Cloud Hosting, White labeled 24x 7x 365 app & technical support services to web hosting companies, data centers, POS software providers, mobile apps & other business entities.**

**Designed trainings to improve productss/ services, identified errors & gaps in quality delivered; rectified by providing effective feedback to production team; consistently delivered quality solutions on time to fulfill client requireements.**

**Acted as catalyst between– internationaal clients and bagged in highest marginable projects & profitable deals. Sourced new businesses (25% overall revenue) prepared proposals & B2B partnerships from UK, US & EU**

**Achievements: CAPM (Project Management); D MCA (Digital Marketing); Awarded ‘Best Performer 2016 – 2017’**

**Sales Manager** **Fuuture Generali India Life Insurance Co Ltd** **2014- 2015 (India)**

**Slashed agency business goals througgh effective recruitment by selecting quality candidates as per corporate strategy i.e. quality candidates (Million Dollar Round Table league) to become Future Generali life insurance advisors (agents)**

**Spontaneously interacted with customers, branch manager, insurance advisors, and L&D managers for regular updates.**

**Demonstrated strong sales acumen with highest conversions (80%) & intelligently handled differeent sales related situations.**

**Formulated sales strategies for differennt products and constantly achieved business sales targets. Up-sold best products to customer needs and resolved queries providing consultative advice on returns & investments for both short/ long terms.**

**Travelled extensively to source business; developed business segments as per company strategy with compliance. Achievements: Earned uncapped incentives/ bonnuses on business target of 200 % + (premium collection) and overall 111.11%**



**1 | Saagar - CV**

**Market Research Analyst** **Perspective Research Services** **2012 - 2014 (UK)**

**Discovered, qualified, analyzed, leveraged raw information using market intelligence, qualitative, quantitative data analysis & drew insights to inform clients on research findings for influencing political, social, economic decisions for UK & EU markets.**

**Contributed to company’s profits by studying consumer habits & preferences, market position; evaluated past performance, assessed future trends through established research methodologies, designs & measuring techniques.**

**Designed/ overwrote foreign language questionnaires; used CATI script writing with SPSS; conducted telephone/face to face interviews; generated inferences, summary tables / translated qualitative data into meaningful insights to raise revenue.**

**Managed product positioning, time scaled-budgets, SWOT-PESTEL analysis for effective informed business decisions.**

**Dealt with 3rd parties, market research agencies- Legal Week Intelligence, Wolters Kluwer (UK) Ltd, etc under strict guidelines of BMRA, BDRC Continental.**

**Achievements: Expanded business relationships with UK, EU and International clients.**

**Team Lead - Contract** **LOCOG (London 2012)** **July 2011 - Aug 2012 (London, UK)**

**Managed a team of supervisors to coordinate transport for athletes; acted as POC for athletes on training venues.**

**Streamlined set-numbered load zones, handled call-up of athletes’ transport vehicles from staging ensuing prompt arrivals & departures; instructed duties to transport staff contractors and traffic marshals.**

**Ensured sporting participants completed their allotted drug tests before departing for their events/ training sessions.**

**Delivered results as per strategic plans; accurately completed daily reports/ executed all activities with a spirit of excellence. Played vital role in overall Training Venue Operations building strong relationships with DVTM’s & Sports Managers.**

**As a Selection Event Volunteer (Sept 2011- Mar 2012) interviewed, assessed, & trained candidates for various Games Makers’ (London 2012 games’ hosts) roles across UK.**

**Achievements: Received numerous medals, awards & certificates for exceptional contribution.**

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| **EDUCATION** |  |  |
| **MBA- International Business (First Class)** | **University of Greenwich- London (UK)** | **Jan 2011-Feb 2012** |
|  | **Competition & Business Risk** | **Financial & Management Accounting** |
|  | **Global Enterprise & Innovation** | **Global Strategy: Analysis & Practice** |
|  | **Consultancy Management** | **Managing Across Cultures (HRM)** |
| **Achievements:** |  |  |
|  | **‘Industry Champion’ 2012 Award: Business Strategy Game, USA** | **Competition & Business Risk** |
|  | **‘Best Poster Design 2012’ Certificate** |  | **Global Enterprise & Innovation** |
| **Activities** |  |  |  |
|  | **District Level 400 Mts. race** |  | **Gold Medal Nasik, India 2004** |
|  | **London 2012 – Paralympics Ceremony Performer** | **Queen Elizabeth II Olympic Stadium, UK 2012** |
|  | **Volunteer - RNIB, Epilepsy Society** |  | **London, UK 2011-2014** |

**Languages: English & Hindi (Fluent), Arabic (Beginner)**

**Interests: Networking, Yoga & Fitness**



**2 | Saagar - CV**