## OBJECTIVE

To be the part of a professional organisation where my skills, experience and knowledge can be utilized with utmost effectiveness, thereby adding mutual value on a continuous basis.

## CAREER BRIEF

Have more than 10 years of experience in the field of Sales & Marketing, Production & Management with the leading firms in the field of manufacturing & construction related products.

## EDUCATION

* Bachelor of Engineering (Industrial Engineering & Management), Bangalore University, India.
* M.Sc Business with Management program (Strategic management main module and marketing subjects as optional subjects) at Newcastle Business School, Newcastle upon Tyne, UK.

PRESENT PROFILE **(2010 July – Present date)**

Working Partner for a trading company engaged with construction related products, industrial related spare parts, equipments, tools and machines, oil and gas industry consumables at Dubai, U.A.E.

## WORK EXPERIENCE

1. **Business Development Manager in Hercules International Enterprises, Sharjah, (August 2006 - July 2008).**

Company Profile – Hercules is an ISO certified multi group organization with activities in auto spare parts & building material trading and manufacturing, furniture production, constructions, auto care centers, etc.

Job profile – Heading the Product development & marketing department of the building material and auto spare parts divisions for the Company group.

* Identifying new feasible products as a distributor at the UAE market.
* Developing marketing plans, strategies, maintaining marketing programs and managing communications for own brand line and dealership products.
* As a manufacturer ensure the products developed are at the right quality & specification.

1. **Marketing Manager for Western Castle Constructions, India (June 2005 – July 2006) and Asst Marketing Executive (May 2001 – May 2005).**

Company Profile – Leading Builders in India with several ongoing Government, commercial and residential projects that include flats/ villas with class A grade listing and ISO certification.

Job profile – Heading the Sales and Marketing division for the leading construction company at India.

* Developing the marketing and sales strategies and plan for ongoing projects.
* Additional task of managing / negotiating the seasonal and regular building materials purchases from various suppliers across the country.
* Liaise between the Customer & design teams on specific needs.
1. **Management Trainee for Sania Watches, Karnataka, India (Sept 2000 -- April 2001).**

Company Profile – A small scale industry which was specialized in manufacturing watch cases as OEM for HMT India.

Job Profile – Management trainee engaged in coordinating the workers and the daily schedules of the production department.

* Organize the daily work / budgets of the labour.
* Coordinate with vendor technical team for specifications & adherence.
* Monitor machine maintenance and the production activity as per contract.

## SKILLS, TRAININGS & PERSONAL INTERESTS

* SPSS for Business research analysis, Microsoft Excel, Power Point presentation, MS Office and other computer applications.
* Indian Architecture construction projects carried out at India.
* New design versions for Indian metal mirror at India.
* New designs for traditional mural painting projects at India.
* Small scale Bio-fertilizers & organic agricultural practices at India.

## PERSONAL DETAILS

* Date of Birth : 20 April , 1974
* Nationality : Indian
* Marital Status : Married
* Driving Licence : UAE & India.
* Languages : English, Hindi, Malayalam , Kannada , Tamil

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