**Gulfjobseeker.com CV No:** **50142**

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**In quest of career enhancing Senior Level opportunities in the field of Marketing & Business Operations with an organization of high repute**

**PROFESSIONAL ABRIDGEMENT**

* A dynamic ex defence professional with over 15 years of cumulative experience with the past 5 years predominantly in Sales & Marketing, Business Development, Product Management, Client Relationship Management and Operations. Diverse range of competencies which includes over 5 years of exposure in the Human Resource Stream.

**BUSINESS SKILLS**

* Strong skills in implementing marketing & sales policies & guiding teams to achieve sales targets. Expertise in developing marketing strategy, creating and positioning organization, determining strategic business direction and executing aggressive project plans.
* Proficiency in conceptualising strategic product marketing plans for a product or product line through market research, competitive analysis, pricing, customer engagement, and business planning.
* Deft at handling customer relationship management, conducting market analysis and developing new markets. Track record of attaining consistent yearly growth in terms of sales and revenues & developing new clients/ markets.
* Well versed with the various facets and activities of HR & Logistics functions i.e. Recruitment, Training & Development, Material Management, General Administration and operations while overseeing the growth of the organization.
* An effective communicator with excellent problem solving, analytical and inter-personal skills; adaptable and a quick learner; possess skills to work under pressure.

**CORE COMPETENCIES**

* Driving sales strategies for attainment of periodical targets with a view to optimise revenue, both directly as well as through channel partners.
* Keeping abreast of market trends to obtain intelligence reports regarding competition and facilitating the formulation of strategies to counter competition.
* Overseeing complete business operations in the assigned region with accountability of profitability, forecasting monthly / annual sales targets & executing them in a given timeframe.
* Identifying and developing new streams for long-term revenue growth and maintaining relationships with customers to achieve repeat/ referral business.
* Developing new business partners to expand product reach in the market and coordinating with the dealers to assist them in promoting the product.

**ORGANISATIONAL EXPERIENCE**

**Since Nov’08 with Aerospace Company FZE as Marketing Manager - Worldwide**

 **Dubai, UAE**

**Gist:** Presently associated to assist in the complete marketing plans for Boeing 747 freighters, IL-76 Freighters, Helicopters worldwide. Represented the organization as a spokesperson in events, seminars and conferences. Also have earlier actively participated in Operational Activities from ACMI, Sales, Budgeting, Contract bidding & Contract Management to finalization of project, financial management, maintenance, logistics and manpower.

**Growth Path:**

Marketing Manager ~ August 2011 onwards

Operations Manager ~ Nov-2008 – August 2011

**Common Key Result Areas:**

* Strategizing long-term business directions of the region to ensure maximum profitability Deploying suitable market research tools to gauge market trends / competitor activities and gain the competitive edge in the market. Diversification to new markets based on analysis and market growth and trends.
* Implementing plans for the organization to ensure accomplishment of business goals and overseeing the sales & marketing operations for various products.
* Take active participation and represent the organization for events, seminars and conferences.
* Generating business from the existing clientele to enhance business profitably.
* Maintaining cordial relationships with the clients for expanding business & resolving the queries & complaints for high customer satisfaction.
* Leading, mentoring & monitoring performance of highly qualified team members to ensure process efficiency and meeting of individual & group targets.
* Involved in pre project activities like project conception, preparation of Detailed Feasibility Report, cost estimates, Vendor coordination and business proposal preparation for bidding.

**Highlights:**

* Completed a full electronic archiving system.
* Stabilized Sudan Operations and made the business grow from a presence with a single aircraft to the market leader.
* Successfully handled and delivered 100% performance on a USAID project worth US$12.5 M.
* Successfully setting up Cargo Hub Operations in 2 African Countries.

**Nov’07 – Oct’08 with C & C Constructions as Chief Consultant**

 **Gurgaon, India**

**Key Result Areas:**

* Developing the Construction Manual, Quality Control Manual, Methodologies and Maintenance Manual.
* Managing 6 road construction projects as the Chief Project Consultant along with CGM projects including resource allocation & sourcing, financial planning, HR & Logistic planning.
* Supervise and manage all day-to-day office administrative & HR activities.

**PRECEDING ASSIGNMENTS**

**May’05 – Oct’07 with USPI (USAID) as Program Manager**

 **USA & Afghanistan**

**May’98 – Apr’05 with Indian Army as Major**

**India**

**EDUCATION**

**MSO Maritime Security Operative City & Guilds Level 3 8269**

**FCC (Fire Arms Competency Course) IMO circ 1405/1406 – GUARDCON ISO 28007**

**Weapon System Management IMO MSC.1/ Circ 1405/ Rev 25 May 2012, Para 4.7 Sub Para 3/4**

S**IX SIGMA (Green Belt)**

**MDP in Business Management from Management Development Institute, Gurgaon in 2005**

**Diploma in Computer Science & Application from Holkar Science College, Indore in 1999**

**Diploma in Defence Management from Holkar Science College, Indore in 1999**

**Diploma in Computer Science from International School of Computer Technology, Jodhpur in 1997**

**B.Sc from Jai Narayan Vyas University, Jodhpur in 1997**

**TRAININGS RECEIVED & IMPARTED**

* Evaluation of Training imparted: Evaluation of Training Effectiveness based on KirkPatrick Model, Developing a new post training Evaluation Questionnaire, analysing and presenting results. (2004-2005)