

VALUE ADDITION PROPOSAL FOR YOUR COMPANY

(If given an opportunity to join your company)

Tenure - Long Term Contract / Assignment Basis

PROPOSAL FOR ENHANCING GLOBAL STRATEGIC MARKETING AND BUSINESS DEVELOPMENT

- Passion for promoting company and its brands – Global Travelling and Marketing
- International Business Development in GCC Countries and New Countries
- Arranging Prospective Clients / Dealers Network in GCC Countries and New Countries
- International Exhibitions – Booking and Managing Trade Shows globally for your company
- Arranging to open new offices / new branches in GCC countries and New Countries
- Arranging Joint Ventures in GCC Countries and New Countries
- Giving Marketing and Product Presentations on behalf of your company globally
- Generating average business leads and inquiries of ~ USD 10 Million Per Annum





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PROFESSIONAL - Positions Served- Sales and Marketing Head / Business Development Head

- MBA with 15+ Years GCC Experience have lived more than 35 years in the GCC (Gulf Countries)
- Travelled for Marketing and Business Development in GCC Countries – UAE, Saudi Arabia, Kuwait, Qatar, Bahrain etc. CIS Countries- Azerbaijan, Kazakhstan, Lebanon, India etc.
- Industries Experience – Manufacturing / Retail / Wholesale / Service
- Products Experience – Heavy Equipment's / Engineering Equipment's / Manufacturing Products – Iron and Steel Fabrication, Kitchen Equipment's, Terry Towels, Commercial Vehicles etc.
- Services Experience – Engineering Soft Services, Engineering Survey Services etc.
- Having connections, contacts and database of more than 1000 prospective clients
- Having Valid UAE and INDIA Driving License
- Exhibitions Management – Managed more than 25 Global Exhibitions for companies

PROFESSIONAL QUALIFICATION

MBA from Tolani Institute of Management Studies (India) www.tolani.org/tims (2002-2004)

Bachelor of Commerce from Tolani Commerce College (India) www.tolani.org (1998-2000)

Schooling from the Indian School, Bahrain <http://www.indianschool.bh> (10th - 1995 and 12th- 1997)

PROFESSIONAL SKILLS

- Strategic Marketing
- Strategic Business Development
- Excellent Communication Skills

PROFESSIONAL CERTIFICATIONS

- ISO 9001 Auditor Quality Certificate (SGS Certified)

LANGUAGES

- English - Hindi - Sindhi - Arabic - Gujarati

BRIEF PROFESSIONAL INTERNATIONAL WORK EXPERIENCE (Contract / Assignment Basis) (Strategic Marketing and Business Development)

Middle East Survey Engineering Company ; Sales and Marketing Head

<https://middleeastsurvey.com/> , Dubai, UAE

Al Yousuf Motors Company ; Sales Manager

<https://www.aym.ae/> , Abu Dhabi, UAE

United Mechanical Equipment Trading Company ; Sales and Marketing Head

www.united-ume.ae, Abu Dhabi, UAE

NFT GROUP; Business Development Head

www.nftcrane.com, Abu Dhabi, UAE

Welspun India Ltd, Senior Merchandiser- PPC

www.welspun.com, India

WORK ACHIEVEMENTS FOR COMPANIES

- Travelled to GCC, CIS Countries, Lebanon, India etc. for marketing and Business Development
- Business Development in GCC Countries having database increasing clients for the business
- Generating average Business leads and Inquiries ~ USD 10 Million per annum
- Exhibitions Management – Big 5, ADNEC- ADIPEC, Saudi Build, Kuwait Build, Qatar Exhibitions, Azer build, Astana Exhibitions, Lebanon Exhibitions, etc.
- Proposals for opening New Branches / New offices in new countries
- Marketing for Companies – Presentations, Advertisements, Press Releases, Brochures etc.
- Managing online Marketing – FB, Twitter, Youtube, Google Analytics etc.
- Bringing in high value sales inquiries for companies
- Arranging prospective Joint ventures for Companies
- Arranging New products for the companies to add in their portfolio
- Tender Bidding for Companies to win Tenders
- Sales Team Management, Training and Leadership
- Conducting Interviews to add new team members in the organization

COMPUTER SKILLS

- | | |
|-------------------------------|-------------------------------------|
| • ERP Package SAP | • Microsoft Office™: (Word™, Excel™ |
| • Windows™: (7™, Vista™, XP™) | PowerPoint™ Project™) |

PERSONAL DESCRIPTION

Nationality- Indian; Physically Fit; Family Members in INDIA and UAE

HOBBIES

- Swimming – Travelling – Gardening

BRANDS AND SERVICES PROMOTED FOR COMPANIES GLOBALLY



PRESS RELEASES – PROMOTING COMPANY BRANDS AND SERVICES IN THE MEDIA

Construction Week Magazine November 10, 2019

<https://www.constructionweekonline.com/products-services/260400-mese-launches-uaes-first-operational-lidar-drone>

PMV Magazine and Construction Week Online Dec 2, 2013

<http://www.constructionweekonline.com/article-25362-big-5-ume-sells-80-of-products-on-display/>

Gulf Construction October 2012 (Volume XXXIII Issue 10)

http://www.gulfconstructionworldwide.com/news/14217_Hitech-Sany-cranes-launched-by-UME.html

Gulf Construction Magazine November 2010 (Volume XXXI Issue 11)

http://www.gulfconstructionworldwide.com/news/12349_Aiming-for-the-top.html

PMV Magazine and Construction Week Online Nov 15, 2010

<http://www.constructionweekonline.com/article-10165-empire-builder/5/>

Hoping to receive your valued response, can join immediately.

Thank you

