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FALCON ID # 16974

Telecommunication / Business Development Manager

Residential Country : India Nationality : India
Resume Title : Business Development/marketing Notice Period : 30 Days

EDUCATION

Qualification	Institute / College /university	Year	Country
B.com	Delhi University	0000	India

CAREER SUMMARY

Position	Employer	Country	From Month/ Year	To Month/ Year
Operations Head	V5 Global Services Pvt. Ltd: Delhi	India	09/2010	/

ADDITIONAL CERTIFICATE AND TECHNICAL QUALIFICATION

Name Of The Course	Course Date	Valid Upto	Name Of Organisation
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Current Salary (Monthly In Usd): Not Mention Expected Salary (Monthly In Usd): Not Mention

Additional Skills :

Profile Summary

Result-oriented manager with extensive business background in multi-cultural environments and sound understanding of the basic framework of operations

Proven track record of formulating robust Business Strategies and implementing them through Direct Sales initiatives, Channel / Partner Sales and Sales Distribution, Operations & Network Management

Adept at performing functions related to Key Account Management including healthy relationship development and new customer acquisition to increase revenues and create repeat business

Possess an integrated set of competencies that encompass areas related to Strategic Planning, Client Acquisition, Business Development and Overall Operations.

Visionary leader comfortable leading large distributed teams with excellent communication skills complemented by an ability to drive operations to the fullest capacity

Executive Skills

Proven ability to lead, motivate and build successful teams.

Understand all legal, regulatory, information security and compliance requirements.

Proven influencer & negotiator.

Achieving targets in a dynamic and complex business environment.

Team leading & people development skills.

Able to manage and develop a diverse group of highly skilled people.

A pragmatic approach to getting the required results.

Ability to manage operations within budgetary constraints.

Building and maintaining strong and effective relationships with suppliers and customers

Reporting to the Senior Director

Key responsibilities spanned overall operations, business development, revenue flow, market share growth.

Driving operational improvements, maximising the value of the asset base while ensuring a tight control on operational costs. Responsible for monitoring and continually improving standards of performance and quality within the operation.

Duties:

Managing a team of approximately 5 employees in a busy work environment.

Negotiating contracts, ensuring that they balance value and risk.

Establish and implement departmental policies, goals, objectives, and procedures.

Creating, managing and analysing performance data and other information.

Ensuring that capacity and capability are continually planned.

Encouraging, identifying and developing best practice strategy.

Ensuring compliance to all Environmental Health & Safety goals & objectives.

Working closely with the Financial Manager, Facilities Manager, IT Manager & HR department.

Key Achievements:

Expanded the client base acquiring several prestigious clients

Recognized for successfully driving cost optimization

Additional Information :

Middle Level Assignments – Operations Head

Seasoned industry professional with 9 + years of extensive experience in Operations, and New Business Acquisition; seeking challenging opportunity to work in middle level managerial position with reputed organizations across Education F&B, IT, Commodities, Import-Export sectors.
Preferred locations: Gurgaon/Delhi

Credentials

B.com, Delhi University

Vendor seminars conducted by different countries.

Large IT shows.