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FALCON ID # 42396

Telecommunication / Manager

Residential Country : India Nationality : India
Resume Title : Manager – International Business Notice Period : 1 Days

EDUCATION

Qualification	Institute / College /university	Year	Country
Mba/pgdm		0000	Not Mention

CAREER SUMMARY

Position	Employer	Country	From Month/ Year	To Month/ Year
Manager ? International Business	Reputed Company	India	05/2012	/
Deputy Sales Manager	Eurostar Trading Llc	Saudi Arabia	06/2008	07/2011
Export Manager	Mohammad Enterprises (Tanzania) Ltd		12/2007	03/2008

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 :

CARRER HIGHLIGHTS

Working with RECON OIL INDUSTRIES PVT LTD Joined May 2012 – A pioneer company in manufacturer of branded edible oil working in export division as a Manager – International Business – One of leading company in branded consumer packed edible oil having reputed brands “TEZ’ & “CCOCARE”. Responsible for entire export division, handling worldwide marketing and distribution of all products performing with target revenue achievement assuring with under controlled profitability.

JOB PROFILE :

- Handling Business development activities as independent profit centre for global market.
- Streamlined existing markets and developed new markets for company’s product line.
- Visiting distributors markets regularly along with their sales team and keep close approach about product sales performance, market coverage and bound to make stock holdings. Analysing sales as per channels and potential new market opening under their coverage area.
- Presenting guidelines to distributor’s sales team for proper segmentation and placement of products at each outlets.
- Negotiating the listing and promotional activities with Key accounts for Recon Products.
- Worked out retail pricing structure for distributor’s market. Creating Market promotion calendar and framing market plan as per budget.
- Obtaining weekly, monthly sales and stock report from dealers and observing performance achievement and further order booking plan. Finding gaps and taking timely action to seal it immediately.
- Market intelligence in regards to competitors analysis, potential, scope for the category. Identify and work on strategies to get into main stream of market through fulfilling all the laws.
- Finalizing distribution contracts mutually understanding.
- Co-ordinating with legal team ensuring protection of copyrights, patents, packaging, trademarks etc. As well protecting companies interest in terms of parallel imports and corrective majors
- Co-ordinating with materials and product development team related to new packaging development.
- Supervising export team regarding day to day shipment status, obtaining reports and charts from team regarding shipments plan, production plan, pre & post shipment documentations details.
- Appointing CHA and negotiating Freight with shipping company.

In-charge and responsible for entire export division in terms of revenue generation and profitability. Travelling up-countries extensively to maintain repo with dealers. Open up new markets Japan, Philippines, Bahrain, UK, South Africa, Taiwan, Hong Kong etc.

Joined June 2008 Left July 2011 with EUROSTAR TRADING LLC – Kingdom of Saudi Arabia FMCG Division as a DEPUTY SALES MANAGER – One of leading conglomerate in UAE & KSA and having well know established brand in consumer electronics and home appliances. The company has there own FMCG and perfumery division and acquired well known brands under their distribution channel.

JOB PROFILE :

- Develops a business plan and sales strategy for the market that ensures attainment of company sales goals and profitability.
- Prepares action plans by individuals as well as by team for effective search of sales leads and prospects.
- Conduct Market Survey and locate new market segment with innovative products.
- Initiates and coordinates development of action plans to penetrate new markets.
- Assists in the development and implementation of marketing plans as needed.
- Conducts one-on-one review with all Account Executives to build more effective

communications, to understand training and development needs, and to provide insight for the improvement of Account Executive's sales and activity performance.

- Provides timely feedback to HOD regarding performance of sales and Sales teams.
- Provides timely product and market related information to HOD to prepare action plan.
- Provides SCM monthly to HOD.
- Maintains accurate records of all pricings, sales, and activity reports submitted by Account Executives.
- Adheres to all company policies, procedures and business ethics codes and ensures that they are communicated and implemented within the team.
- Assist HR and HOD for new team recruitments as per requirement.

MAJOR BRANDS HANDLES: PARLE, BAJAJ COSMETICS RANGE, HALDIRAM SNACKS FOODS, GIRNAR TEA, SAPIL PERFUMES, JO SOAPS ETC.

Responsible for entire KSA Selling and Distribution Operation of FMCG & Perfumery products of SR10millions. Handling Retail Van operation, Power Retail Segment, wholesale Segment and corporate sales. Negotiating terms with power retailer making price offer, promotion scheme etc. handle major power retailer PANDA, LULU, BIN-DAWOOD etc.

Joined December 2007 – Left March 2008 with MOHAMMAD ENTERPRISES (TANZANIA) LTD., Tanzania as an Export Manager/ Crop Procurement – One of leading second largest company of Tanzania.

Responsible for procurement of agricultural commodities and forestry products from all over the country through their own Branch offices and agents. Responsibilities include creating manuals for crop procurement staff which will include specifications and acceptable standards. Assisting the Chairman/CEO/Directors in negotiating with the international buyers and thereby establishing the terms of trade. In addition overseen the functions relating to checking of L/C conditions, export documentation etc.

Left company in good term during probationary stage due to unacceptable work environment and lack of job satisfaction.

Joined January 2004 – Left October 2007 with NHC INDUSTRIES PVT. LTD, Mumbai as an Executive Export – Sales, Marketing & Project Planning. The 47 year old company in the agricultural commodity has an annual turnover of more than Rs.150 crores and Market leader in exports of sesame seeds over the glob.

Responsible for exports and expansion of new products to the existing importers and get procured and packed it as per their requirement and international norms. Development of Brands and launch them into the international market as well for market expansion. Organizing and co-ordinating the company's factory project. Responsible for the profit and profitability of every business transaction committed with the buyer in terms of companies growth and status.

Joined July 1999 – Left December 2003 with LOKHANDWALA EXPORTS, Mumbai (subsidiary of Lokhandwala Builders) as an Executive Export – Sales, Marketing & Operation. The Group has an annual turnover of more than Rs.100 crores and

In charge of total export division and Responsible for Buying, Procurement, Execution of order received from the counter parts in USA. Sourcing and packaging, Export Documentation, Bank pre & post shipment finance.

Joined October 1996 – Left June 1999 with BOMBINO EXPORTS, Mumbai (subsidiary of

Bombino Music) as an Export Co-ordinator. The Group has an annual turnover of more than Rs.50 crores.

Joined 1995 – Left September 1996 with M/s MERDIAN SURGICAL INDUSTRIES PVT.LTD. Mumbai (subsidiary of Liberty Exports Ltd.) as an Account Co-ordinator.

AREAS OF EXPERTISE

Specialized Area

Specialized in International Sales & marketing – Edible oil, Agricultural commodities, Processed Foods, FMCG Foods-stuff and Cosmetics & Perfumery products to overseas market. Area of Activity USA, UK, Canada, Australia, South Africa, Middle East, Far East, New Zealand etc.

Product Specialty

FMCG Branded Food Products – Confectionery, Snacks Foods, Tea, Processed Tins products, Pre-packed Spices and Grocery Products, all kinds of food stuff.

FMCG Branded Cosmetics & Perfumery Products.

Agricultural commodities – Staples and Grocery Products.

Beverages – Tetra & Bottle packed beverages, Instant Drink Powder, Bulk pack fruit pulp.

Edible Oil – Natural oils, Specialty oil

Sales, Marketing & Business Development

- ? Direct marketing to the supermarket, wholesaler and deputed distributors in abroad
- ? Find new venture in different markets.
- ? Establishing new products and new brand image catering to all existing and potential buyers.
- ? To develop and implement Marketing & Sales Strategy for defined markets.
- ? Build and Mentor the Sales Team for Retail Van Operation, Key Store A/c
- ? Generate Aggressive Corporate Sales and Strategic Tie-ups with Key Store A/c and Dealers/Sub-dealers.
- ? Network with all regulatory authorities & Coordinate efforts for registration with various authorities
- ? Ensure visibility and branding across various regions
- ? Meet revenue targets
- ? Analysing Commodity Trend, Forecasting crop position, demand & supply.
- ? Reporting & advising to the buyers for their forward booking of contract.
- ? Negotiation of transactions maintaining profitability.

Additional Information :

Merchandising and developing vendor-ship

1. Having excellent co-ordination with supplier as well deep sourcing capability.
2. Developing new vendor-ship for innovative products.

Execution, production & Planning

1. Planning and timely procurement of raw material.
2. Planning of inventory level.
3. Indention of Raw Material, Job Planning and Scheduling.
4. Auditing of Daily/Monthly Wastage Report

Finance, Accounting, Pricing, Costing & Banking

1. Doing cost analysis to quote overseas buyer.
2. Determining Retail Sales Price, budgeting promotion cost and discount offers cost for retail operation.
3. Following credit control for over-dues / outstanding recovery.

4. Negotiation of payment terms with buyer
5. Obtaining Pre & Post shipment finance from bank
6. Analysing accounting statement to scrutinized financial positioning of the company.

Inspection & Govt. Bodies Liasoning

1. Liasoning with Custom for shipment and licence verification viz VKUY, Advance Licenses, DEPB.
2. Liasoning with Central Excise for rebate, shipment inspection, Excise documentation under free excise bond
3. Liasoning with Octroi for refund and shipment clearance
4. Liasoning with DGFT for licenses
5. Liasoning with various inspection agencies appointed by buyer for their shipment.

ACADEMIC QUALIFICATION

Commerce Graduate from Mumbai University.

MBA in Marketing & Finance from ITM (Institute of Technology & management, Sion, Mumbai)