

LinkedIn Sample 8

22 years of experience in: International Business Development, P & L Management, Vendor Sourcing

SUMMARY (2000 words)

Versatile professional with experience in charting out business development plans and advising on products with key focus on enhancing growth as well as achieving revenue and top-line profitability. However what really sets me apart from other candidates is my proven ability to maximize international business opportunities and develop staff members to deliver greater service and my long track record of achieving business objectives.

Owing to the fact that I hold many years' worthy experience in business development, I offer both vision and scope. With a strong record of providing decisive team leadership and farsighted direction, I have had uncountable opportunities to exceed both self and company targets in my short career. My focus is always on quality of service which is the main reason for my clients choosing me for upgrades to their services.

As someone who recognises that success starts with people, I would like to point out that I specialise in staff selection, retention, training and performance monitoring. Moreover, I possess profound ability to create and maintain a customer focused culture. With my positive attitude and great customer service skills, I create and implement strategies to drive sales in most efficient of manners. I can be reached at: xxxxx@yahoo.com

SKILLS

- ✦ P&L Management
- ✦ Client Relationship Management
- ✦ Manufacture Coordination
- ✦ Sales Support
- ✦ Cost Management
- ✦ International Business Development
- ✦ Strategic Business Planning and Execution
- ✦ Leading a Matrix Organization
- ✦ Market Share Improvement
- ✦ Resource Optimization
- ✦ Office Interior Project Management
- ✦ Global Vendor Sourcing
- ✦ Growth Catalyst
- ✦ Expert Decision Maker
- ✦ Business Developer
- ✦ Profit and Loss Manager
- ✦ Division Head

ORGANIZATION (2000 words)

General Manager

Al Reyami Office Furnishings & Hitec Office LLC (Since Jan 2016)

I head Al Reyami Office Furnishings (ROF) and Hitec Offices (HOF). As a General Manager, I ensure to achieve marketing and sales operational objectives by contributing information and recommendations to strategic plans and reviews. Over the years, I gained in-depth understanding of FIDIC Contract terms, joinery, MEP and all aspects of interior fit out.

For an innovative multi-channel service offering, I deliver top line revenue growth and targets. I also determine opportunities based on product user needs and driving sales growth for product lines. I manage a cordial relationship with the international franchise partners like Knoll, Sinetica, Archuitti, Sitland, Okamura, Patra, Kastel, Klobber, Sesta, Rockworth and Sunon.

I determine annual and gross-profit plans by forecasting and developing annual sales quotas for various sales zones and projecting expected sales volume and profit for existing and new products. By tailoring new approaches and added value deals, I supervise top line revenue growth and targets. I also create market and business requirements for new solutions that satisfy customer needs and profit goals.

General Manager

Al Reyami Office Furnishings and Gen Trading (Jan 2015 to Dec 2015)

As a General Manager, I established business objectives by forecasting and developed annual business quotas for the assigned regions. For existing and new products, I projected expected business volume and profit. While displaying excellent understanding of the market, I achieved larger market share in turn-key Office Interiors Projects from potential customers.

By keeping current with supply and demand, changing trends, economic indicators and competitors, I managed business volume, product mix, and sold price. To achieve business targets and expand the company's customer base, I researched and built relationships with new clients and executed strategic plan. Over the years, I ensured to accomplish market leadership in Office Furniture segment through effective competitive intelligence and customer prospecting.

Divisional Manager

Al Reyami Interiors - Hospitality (Mar 2008 to Dec 2014)

At the outset, I joined as General Manager, Hospitality Fitout Division (Jan 2014 to Dec 2014), then rose to a position of Dy. General Manager, Hospitality Fitout Division (Jan 2012 to Dec 2013) and Divisional Manager, Retail Division (Mar 2008 to Dec 2011).

In this capacity, I extended necessary support to implement new programmatic strategic initiatives and subsequently executed marketing plans for driving growth of the brand. In order to attain goals, I ensured to establish company's high-level goals and objectives and worked with Board members. To make division as major Growth Driver, I recruited, trained and guided key budding talents in Hospitality interior fit-outs.

During my association, I introduced innovative plans for controlling operations including profit planning, forecast, expense budgets, established cost standards, saved opportunities and capital investment. I also ensured that organization's leadership maintains constant awareness of both external and internal competitive landscape, opportunities for expansion, customers, markets, new industry developments.

Sales Manager

Danway Interiors, Dubai (Jun 1999 to Nov 2007)

In this role, I participated in site coordination meetings and coordinated with the project department for on time job completion. Over the years, I handled strong clientele comprising of corporate entities, Semi – government institutions, Retail chains, Consultants, Contractors and Interior designers.

Senior Sales Executive

Al Reyami Office Furnishings & Trading, Dubai (Mar 1996 to May 1999)

Scientific Officer

Serdia Ltd (Les Laboratoires –France), India (Jul 1994 to Feb 1996)

EDUCATION

- 2012 General Management Program, Indian Institute of Management (IIM) Ahmedabad, India
- 1994 Bachelor of Science (B.Sc.), Rani Durgawati University, Jabalpur (M.P) India
- 1991 Indian School Certificate Examinations (ISCE), Christ Church Convent, Jabalpur (M.P), India