

KAMALKHAN J.BALOGH – M.B.A (Marketing)

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Senior level positions to head Sales & Marketing, Business Development, Sourcing, FMCG & Import & Export

Operations with a reputed organization preferably in FMCG –Insurance –Finance & Food and Beverages

EXECUTIVE DIGEST

- Goal – focussed leader with around 20 years of experience, including 15 years of entrepreneur experience, in the diverse areas of Sales & Marketing, Import & Export, Logistics, Sourcing and Life Insurance Products Profit Centre Operations.
- Strong knowledge in handling sourcing, imports & exports, supplier coordination, sales and promotion of different types of FMCG Products knowledge of International Chamber of Commerce Uniform Letter of Credits (UCPDC-600), Collection (URC522), INCOTERMS 2000, Reimbursement (URBBR 525), Performance and Financial Bank Guarantees, RBI Exchange Control Manual.
- Deft in managing business operations encompassing customer relationship management, administration, market analysis, development of new markets and market segments.
- Attaining consistent yearly growth both in terms of sales and revenues, as well as developing new clients/markets, thereby expanding the customer base.
- An impressive communicator with honed interpersonal, team building, negotiation, presentation, convincing and analytical skills. Ability to think out-of-the-box and contribute ideas towards achieving business excellence.

PROFICIENCY FORTE

Sales & Marketing

- * Driving Sales strategies for attainment of periodical targets with a view to optimise revenue, both directly as well as through channel partners. Analysing market trends/requirements and accordingly forecasting sales.
- * Monitoring and keeping collections under control, with timely recovery of outstanding.
- * Keeping abreast of market trends to obtain intelligence reports regarding competition and facilitation the formulation of strategies to counter competition.

Business Development

- * Identifying and developing new streams for long-term revenue growth and maintaining relationships with customers to achieve repeat/referral business.
- * Tapping new markets specially SME's and coordinating with channel partners to penetrate these segments, thereby expanding business & generating income.

Key Account Management

- * Utilising public information and personal network for generating leads.
- * Making presentations before the prospective clients to promote the company's services and negotiating with them to finalise mutually beneficial business deals.
- * Providing effective services to clients to augment their satisfaction levels.
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Export & Import Operations

- * Managing the export & Import operations and maintaining various documents for the same; interfacing with overseas suppliers for price & terms of delivery negotiation for cost effective procurement.
- * Heading department for customs clearance, export matters & liaising with various authorities, shipping companies and other external agencies for various clearances/approvals.
- * Implementing key procurement strategies and ensuring that plans are aligned with the requirements; formulating budgets for timely procurement along with the calculation of trade discounts, execution of orders and timely shipments and developing long-term partnerships with local & foreign suppliers; managing day-to-day supplier performance to ensure meeting of service, cost, delivery and quality norms.

- * Directing the development and implementation of key purchase/procurement strategies, contingency plans and ensuring that plans are aligned with production requirements.
- * Liaising with the marketing and quality developments for purchase of materials.
- * Implementing and monitoring effective procurement schedules along with finalising the specifications of the materials and establishing the quality & quantity limits for effective inventory control.

ORGANISATION EXPERIENCE –20 Years

- 1) April -1999 to March 2001– Ambik Argolis (Gujarat) Ltd-Kadi Post of Sales and Marketing Executive
CTC – INR. 1,10,000/- P.A
- 2) April- 2001 to March - 2004– Deepak Oil Industries – Harij Post of Asst.Sales Manager.
CTC – INR.1,22,,000/- P.A
- 3) April -2004 to March-2006 –Modern International Export Co. Gandhidham – Post of Sales Manager
CTC -INR. 1,35,000- P.A
- 4) April 2006 to January- 2008 - Shriram Life Insurance Co.Ltd - Gandhidham Post of BDM-Business Development Manager- CTC : INR. 1,50,000/- P.A
- 5) Feb- 2008 to July 2009– Skypak Service Specialists Ltd– Gandhidham Post of Branch Manager(Mkt)
CTC – INR. 1,80,000/- P.A
- 6) August- 2009 to August- 2012- Mushkbar General Trading L.L.C . Deira- Al Mirar- Dubai .(UAE)
(Post of Sales Manager)
CTC : AED 1,20,000/- P.A.
- 7) October 2012 to till date Modern Multitrade Enterprise – Kadi - Post of General Manager(Sales&Mkt)
Current CTC : INR.10,75,000/-

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Attainments

- * Areas Covered: Dubai, Oman, Kuwait, Saudi Arabia, West Africa: (Guinea, Sierra Leone, Senegal, Mali). East Africa: (Kenya, Tanzania, Uganda)
- * Sold materials in countries like India, China, Hong Kong, Oman, South Korea, Bangkok, Malaysia and etc.
- * Successfully bought Ferrous and Non Ferrous scrap from East African countries and successfully sold it to Middle East and India.
- * Products handled: Ferrous Scrap: Shredded 211, HMS, Cast Iron Scrap. Lead Scrap: Rains, Remelted Lead Ingots, Soft lead, Alum Scrap: Telic, Used Beverage Cans, Tense, Copper scrap: Mulberry & Birch cliff scraps.
- * Interacted with shipping line to get the correct shipping documents issued.
- * Formulated and ensured a proper documentation, Preparing pre and post shipment documents
- * Successfully bought HMS 1, Rails and sleepers from West African countries and sold in India.
- * Handled ship cutting in Pacific Ocean and shipped to India.

ENTREPRENEURSHIP ASSIGNMENTS

- * Dexterously managed the indenting commodities like Iron Ore, Ferrous & Non Ferrous Scrap, coordinated with buyers & sellers on real time basis. Prepared documentation like Full Corporate Offer (FCO), Letter of Intent (LOI), Non Circumvent and Non Disclosure agreement (NCND), Draft contract, Master Fee Protection Agreement (MFPA), Letter of Credit (L/C), and Verification of inspection reports of quality and quantity.
- * Volume of business handled: Purchase and sold 2000 Mts. of Steel every year to traders and end users.

EDUCATIONAL QUALIFICATIONS

- * B.A. 2nd Class Pass Main English Subject From Mumbai Hindi Vithapith-Mumbai - March-1999
- * M.B.A 2nd Class Pass (Marketing)- From Indian Institute of Psytherapy and Management Science- Mumbai – May -2005
- * Post Graduate Diploma In Human Right 1st Class Pass (Special Subject International Human Rights) –From Indian Institute of Human Rights- New Delhi.- May -2007
- Diploma In Export Management 2nd Class Pass From Indian Institute of Export Management – Bangalore – January -2003
- Certificate in Industrial Management Course Pass From ACIL – Navsarjan Rural Development Foundation – Mehsana –Guj. – From Date-08-11-1995 to 27-11-1995
- Certificate In Entrepreneurship Development Programme Successfully Completion of Training From The Centre for Entrepreneurship Development Sponsored By Govt.of Gujarat,GIIC,GSFC, GIDC,GSIC – From Date - 02-02-1999 to 26-02-1999

PERSONAL MINUTIAE

Date of Birth : 1st June,1966.

Sex : Male

Religion : Islam

Mauritius Status : Married

Correspondence Address : -B-4,Firdosh Park Society,Kalol Darwaja,At&Post:Kadi
Ta:Kadi Dist:Mehsana (N.G) India -382715

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Ta:Kadi Dist:Mehsana (N.G) India -382715

Passport Number : J-6176087 Date Issue : 13/05/2011 Date Expiry-12/05/2021

Place :Kadi - Gujarat e :
Date:01/12/2020

Kamalkhan J.Baloch

