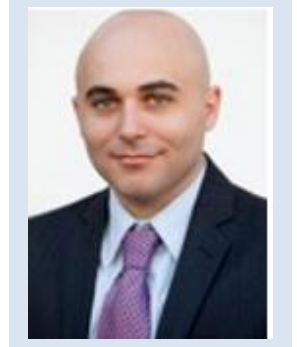


CAREER OBJECTIVE

A seasoned, pleasant and dynamic trading and investment management professional with about 8 years of experience in international trading of soft commodities, financial management and wealth management. Proven track record of successful finalization of multiple trading contracts, development of new business and acquisition of new customers within the country as well as abroad. Sound knowledge of corporate finance, financial products, private equity, IPO, risk management, mergers and acquisitions. Well versed with export and import procedures, international logistics and customs procedures of different countries. Searching for a challenging role in senior management position with an organization of repute to utilize knowledge, experience and expertise to contribute to the growth and expansion of business of the organization.



SKILLS

- | | | |
|----------------------------|--------------------------|-----------------------|
| • International Trade | • Soft Commodities | • Negotiation |
| • Export | • Logistics | • Procurement |
| • Pricing | • Shipment | • Market Research |
| • Sales Operations | • Business Strategy | • Foreign Exchange |
| • New Business Development | • Key Account Management | • Competition Mapping |
| • Capital Markets | • Corporate Finance | • Financial Products |
| • Private Equity | • IPO | • Risk Management |
| • Mergers & Acquisitions | • Financial Strategy | • Data Analysis |
| • Soft Commodities | • Hedging | • Trading |
| • Leadership | • Teamwork | • Communication |
| • Analytical Ability | • Decision Making | • Problem Solving |

PROFESSIONAL EXPERIENCE

CEO • Jan 2014 to Present
AGI • Paris, France

Key Responsibilities:

- Develop marketing plan and strategies to achieve objectives and sales targets of soft commodities such as grains, rice, coffee, sugar and cotton.
- Negotiate competitive prices and commercial terms and conditions with customers and traders for export and suppliers for import.
- Finalize logistics with logistics service providers and decide freight rates and shipment plan to meet customers' requirements as per delivery schedule.
- Track foreign exchange movements for different currencies to avail opportune timings for availing lowest rates for import and highest rates for export shipments.
- Conduct market research, implement marketing strategies, programs and action plan to acquire new customers and expand customer base for revenue growth.
- Search for new suppliers on ongoing basis to strengthen the supply chain to avail competitive prices as per changing market scenarios.
- Develop long term business relationship with all the suppliers and customers to avail mutually beneficial business opportunities.
- Manage corporate finance to ensure adequate capital availability for business continuity and deployment of surplus fund at highest interest rates.
- Identify business risks and risk mitigation strategies from time to time and ensure timely implementation to protect the business.
- Determine the needs of capital investments to sustain and grow the business and arrange sources of funding after exploration of all economic alternatives.
- Study market dynamics of various soft commodities in different countries based on seasonality and crop size, regulation on movement of the commodities in between the countries and build strategies to avail import and export opportunities.

Portfolio Management • Jan 2013 to Dec 2013
Lexelians • Paris, France

Key Responsibilities:

- Carried out market study of Middle East and GCC countries to determine business opportunities and finalized target markets for further exploration.
- Met clients to determine their requirements to submit business proposals for consideration and finalization of contracts and orders.
- Managed corporate finance and ensured that statutory requirements and applicable laws are properly implemented and complied with.
- Studied and ensured availability of funds from proper sources at lowest interest rates to conduct business on continuous basis.
- Explored opportunities for mergers and acquisitions and carried out feasibility studies and due diligence to finalize the terms and conditions for approval of appropriate authorities.
- Examined details of private equity investments, IPOs, additional capital requirements and security deposits and finalized the terms and conditions for publication of advertisements and uploading to the websites.
- Managed investment portfolios of important clients, determined specific investment strategies to achieve and meet client's investment objectives.
- Conducted market survey to find out new clients for offering wealth management products and shot listed prospective clients for meeting and recommending suitable products.

Marketing Consultant • Jun 2010 to May 2011
J P Invest S.R.O. • BRNO, Czech Republic

Key Responsibilities:

- Conducted market research for finding out various attractive and profitable products and services in the markets and shared the information with the clients.
- Carried out detailed analysis of various products and services to find out the merits and demerits to identify most suitable products.
- Developed financial strategies to invest in best and secured financial products to maximize return on investment as per customer profile.
- Negotiated best possible rates and terms and conditions with the suppliers of various financial products in order to avail competitive advantage.
- Explored market opportunities in Europe and Middle East to find out new customers and contacted the potential customers to finalize sales.

Trader • Jun 2007 to Sep 2009
Beauvoit Immobilier • Tours, France

Key Responsibilities:

- Carried out market research, as per requirements of customers, to find out attractive and profitable products and services in the markets and communicated with the customers.
- Identified potential investors in local and international markets and developed contacts with them in order to understand their needs and fulfill the same.
- Negotiated prices and terms and conditions with the suppliers of products and services to achieve best prices and terms and conditions.
- Followed up with the customers for timely payment for making investments and processed their payments as per laid down procedure.
- Managed processing of payrolls for payment as per due date, payment of bills as per agreed terms and conditions and payment of due taxes in time.

ACADEMICS

International University of Monaco, Monaco

Master's Degree in Finance (2011 - 2012);

Francois Rabelais University, Tours, France

Bachelor's Degree of Science in Economics and Management (2005 - 2009);

Institute De Touraine, Tours, France (2002 - 2004)

Pre College Preparation

KEY ACADEMIC COURSEWORK:

- **MMM 2012:** Specialization in Hedge Funds and Private Equity (International University of Monaco)
- **MMM 2012:** Thesis on "The attractiveness of Monegasque financial sector for the Middle Eastern Investors" (International University of Monaco)
- **MMM 2012:** Projects on Oil Contracts, Reserves and Production (International University of Monaco)

PROFESSIONAL DEVELOPMENT

TRAINING COURSES AND WORKSHOPS:

- **Aug 2012:** Constructing Portfolios in uncertain times, (Goldman Sachs Bank, Geneva, Switzerland)
- **Aug 2012:** State of the Private Equity Industry, Pictet's experience with private equity, (Pictet Private Equity Fund, Geneva, Switzerland)
- **Aug 2012:** Wealth Management, (UBP Private Bank, Geneva, Switzerland)
- **Aug 2012:** Risk Management at the junction from science to art, (Unigestion Hedge Funds, Geneva, Switzerland)
- **Sep 2011:** TOEFL Preparation Courses, (EF School, Malta)
- **Mar 2007:** English Learning Courses , (Wall Street Institute, Tours, France)

PERSONAL INFORMATION

Nationality: French ~ **Date of Birth:** 29/04/1982 ~ **Marital Status:** Single
Availability: In Dubai till May 2017 End ~ **Language:** Fluent in English, French and Arabic (Native)