

Azim Pirani

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**International Business Management | Export Marketing | International Sales & Marketing |
MIS | FMCG | Marketing Research | Market Data Analysis | Documentations**

Profile Summary:

- Experienced International Business Professional with a demonstrated history of working in Consumer goods Industry.
- Skilled in Negotiation, Analytical Skills, Microsoft Word, Accounting, and Customer Relationship Management (CRM).
- Strong administrative professional with Adaptability, agility and ability to manage constant change in innovation.
- Ability to conduct Markey research both primary and secondary research.
- Ability to analyze the data and obtain proper projection details for future growth of the company using advanced techniques.
- Ability to work in teams and leadership quality.
- Time-management and timeline prediction.
- Performed Client facing role in challenging and creative environment with effective communication, presentation & interaction skills.
- Believes in perfection, quality, meeting exact customer needs and process improvements, excellent in customer focus and completing projects within targets and with savings.
- Capable of handling responsibilities independently as well as a proactive team member.

Professional Experience:

DOMS INDUSTRIES PVT LTD.

January 2018 to July 2018

International Business Executive

- Research prospective accounts in targeted markets, pursue leads and follow through to a successful agreement
- Understanding the target markets, including industry, company, project, company contacts and which market strategies can be used to attract the customers.
- Maintain relationships with current clients and identify new prospects within the area, which have been assigned.
- Possess a strong understanding of the company products, competition in the industry and positioning.

- Follow the latest industry developments and stay up-to-date on corporate competitors.
- Data analysis and making projection planning for the different markets.

Net-Fit Solutions, Inc.

Client- Mercedes Benz US International

October 2016 to April 2017,

back fill for IT Support/ Documentation Specialist/ Small and Medium Project Support/BRM

- Documentation for bills and maintaining expenditure for Net-Fit Solutions.
- Receive, archive and process MBUSI bills with coordination with the Net-fit and MBUSI Board members.
- Investigation of the Bills and Ensure everything is up-to-date, and discussing with Service manager regarding the issues and find proper solution.
- Updating and Creating billing process.
- Security inspection and audits of IDF cabinets. Inspecting all the IDF cabinets throughout the plant, making sure everything is up-to-date and the information is correct as per documentation.
- Creating security audit task tickets in CISM.
- Provide security authorization to contractors and vendors while they work on MBUSI grounds.
- Create and process goods receipts for the Invoices from Vendors.
- Investigating the process regarding the expense vs budget.
- Set up and organize meetings at all levels and coordination with the senior management of the company in regards to any issues at any level.
- Create and process any documentation needed for meetings.
- Conference calls with vendors to discuss MBUSI billing
- Work on Command and Master Command Spreadsheet to accurately reflect the MBUSI plant.
- Create Change Tickets in CISM for all Contractor work and process all Validation needed to get the Change Tickets approved.
- Provide Command work for labeling purposes to contractors. Ensure that the Validate Contractors can access the respective IDF Cabinets for their work by following the CISM Ticket procedures for IDF Cabinet Access existing Command documentation.
- Create any requested documentation including Work Instructions, Power Point Presentation.
- Keep the Master Access Points List up to date including changing AP names to reflect current Daimler standards.

Education and Certification:**Huntingdon College, USA**

Bachelor of Science - Business Administration and Management (2014-2016), 3.83 GPA

University of California Irvine, USA

Graduate Certification - International Business Operations and Management (2013), A

University of Mumbai, India

Bachelor of Commerce (2009-2013), A

Lynda

Certification - Lean Six Sigma Fundamentals (2016)

People Cert

Certification - ITIL Foundation Certificate in IT Service Management (2016)

Google

The Online Marketing Fundamentals (2017)

Achievements:

Organizer of the Event Comfest (2012)

Distinction in the Final Year of BCom (2013)

Honors cum Laude from Huntingdon College. (2016)

Additional Skills:

ITIL, Command, Accounting, Auditing, Management Skills, Solving Customer Grievances, Time Management, Leadership, Etc.

Excellent communication skills both verbally and written with good interpersonal skills.

Exceptionally good at presentations with PowerPoint and Prezi.

Very good at the closing of deals.

Very enthusiastic and optimist

Proficient in Microsoft Office (Word, Excel, PowerPoint, Visio and Outlook)

Proficient in English, Hindi and Gujarati.