**NITHIN JADAV S.**

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**SENIOR MANAGEMENT EXECUTIVE**

**Core Competencies**

Strategy, Vision & Mission Planning ● Sales & Marketing Leadership ● Profitability & Cost Analysis ● Contract Negotiations & Strategic Alliances ● Finance, Budgeting & Cost Management ● Public Relations & Media Affairs ● Policy & Procedure Development ● Government Regulations & Relations ● Human Resources Management ● Team Building & Performance Improvement



**EXECUTIVE SUMMARY**

* **Seasoned and versatile Management Executive** with a gratifying experience in managing a wide array of activities including Sales, Marketing, General Administration, Operations, and HR Management with primary focus on strategy formulation, P&L management, brand promotion, business acquisition, operations, budget development/implementation, market research, team leadership and training
* Successful association with **Micronova Infotex Private Limited** as a **Director- Marketing, Operations, & HR** and **exhibits strong credentials to understand organizations business objectives** and requirements and thereby develop specific success metrics as well as design reporting and analysis approaches tailored to their unique needs
* **Decisive leader with sound business practices** to achieve turn around growth and position organization for long-term profitability; **Veteran in identifying problems, formulating tactical plans**, initiating change and implement effective process, programs and manage modern business systems and ventures in challenging and diverse environments.
* Established credibility in spearheading the **entire project management initiatives**, executing and spearheading design & development operations, end to end right with key focus on bottom line profitability by ensuring optimal utilization of resources within the set parameters and operational analysis.

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*Aspiring for a challenging Senior Management position in Marketing/ Sales/ Business Development, HR & Operations, with a leading organization to drive profitability and establish strategic growth*

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| --- |
| **SKILL SET**   * Sales & Marketing * HR Strategy Implementation * General Administration * Operations Management * Profitability & Cost Analysis * Contract Negotiations & Strategic Alliances * Finance, Budgeting & Cost Management * Public Relations & Media Affairs * Policy & Procedure Development * Government Regulations & Relations * Client Relationship Management * Revenue Growth * Vendor Management * Market Research * Human Resources Management * Team Building & Performance Improvement |

**PROFILE SUMMARY**

* A result oriented and accomplished professional with **16 years** of experience in Business Development and Sales & Marketing management, General Administration, Operations, and HR Management
* Proven experience in strategy formulation, P&L management, brand promotion, business acquisition, operations, budget development/implementation, market research, team leadership and training
* Adroit in managing overall business operations & marketing activities, conducting market analysis by keeping abreast of market trends and competitor moves to achieve market-share metrics
* Adept in increasing sales revenues, developing profitable and productive business relationships, coordinating with decision makers, building an extensive client base and market development
* Remarkable ability to analyze trends of business and recommend necessary changes
* Proven record of increasing revenues, streamlining workflow and creating a team environment to increase productivity
* Demonstrated success in developing & implementing strategic marketing & communications plan to improve product positioning, brand management
* Result-driven and dedicated with wide-ranging experience planning and leading operations involving small to medium-sized environments
* Strong analytical, problem solving, interpersonal & organizational abilities with proficiency in generating business by identifying ways to improve market penetration

**TECHNICAL SKILLS**

* Well versed with MS-Office: Word, Excel & Power point

**GLOBAL EXPOSURE**

* Obtained MBA Degree from United Business Institutes, Belgium, Europe
* Able to work in multi geographical locations and multi cultural team environments

**EDUCATION**

* **Master of Business Administration (Marketing)** from United Business Institutes, Belgium, Europe, 2013
* **Bachelor of Commerce from** PES College of Science, Mandya, Karnataka, India, University of Mysore, 2001

**CAREER TIMELINE**

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| --- | --- | --- |
| **Organization** | **Designation** | **Duration** |
| Century Real Estate Holding Pvt Ltd | HOD –Operations | Sep 2017 – Aug 2020 |
| Micronova Infotex Private Limited (IT & BPO Service) | Director – Marketing, Operations, & HR | Jan 2010 – Oct 2016 |
| Micronova Infotex Private Limited | Manager – Business Development | Jun 2007 – Dec 2009 |
| Global info solutions | Entrepreneur | Jun 2005 – Jun 2007 |
| Mediscribe India, Bangalore | Editor (Home Based Transcriptions) | Jan 2005 – Jun 2005 |
| Cbay Systems, Bangalore | Medical Languages Specialist | Jan 2004 – Dec 2004 |
| Intertec Communications Limited | Accounts Assistance | Jan 2003 – Jun 2003 |

**KEY DELIVERABLES**

**@ Century Real Estate Holding Pvt Ltd**

**Operations Management**

* Responsible for leading, motivating, and developing the Operations management team
* Defining the company’s operational strategy, processes, procedures, and implementing innovative systems to deliver better performance at lower cost
* Responsible for planning strategic business and corporate direction of the company in partnership with other senior managers and the Board
* Responsible for implementing systems and processes to monitor and report on performance against agreed Key Performance Indicators across all the business sectors
* Keeping the Board informed, on a timely basis of significant and important issues driving productivity and ensuring the smooth flow of business whilst ensuring its legality, safety and security

**@ Micronova Infotex Private Limited** (IT, ITES & BPO Service)

**Marketing Management**

* Accountable for leading, motivating, and developing the Marketing management team
* Steering Domestic and International marketing communications for company and brand management in building strong relationships and connections with partner organizations in identifying, developing and directing the implementation of business strategy that result in revenue and profitability growth
* Developing business plans and preparing comprehensive business reports improving margins and maintaining a high quality service to clients
* Responsible for creating, maintaining, and liaising links with other trade and professional associations, officials of government departments and regulatory bodies in resolving any conflicting priorities to ensure companies health and safety and legislative adherence

**Operations Management**

* Responsible for leading, motivating, and developing the Operations management team
* Defining the company’s operational strategy, processes, procedures, and implementing innovative systems to deliver better performance at lower cost
* Responsible for planning strategic business and corporate direction of the company in partnership with other senior managers and the Board
* Responsible for implementing systems and processes to monitor and report on performance against agreed Key Performance Indicators across all the business sectors
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**HR Management**

* Responsible for leading, motivating, and developing the HR management team
* Acted as the face of HR for the company to develop and implement agenda for HR strategy in line with the business plan and ensure all policies and procedures are up to date and legally compliant
* Steering leadership and management of the full range of HR functions to drive employee engagement, morale, and performance in an environment experiencing both significant external and internal organizational change
* Providing an advisory service to senior managers to establish and implement short and long-term corporate human capital plans, which include maintaining or improving employee relations, talent acquisition and development, succession planning, workforce planning, compensation and benefits, and performance management
* Responsible for managing multi-disciplined management teams and keeping control of business expenditure, ensuring it's within agreed budgets

**@ Micronova Infotex Private Limited** (IT, ITES & BPO Service)

* Developed and enhanced business, identify business opportunities/ revenue models and generating business plans to achieve the same and locate potential clients in targeted segments to secure profitable business. Directly Negotiating with overseas clients, with the consent of other directors finalizing the deal
* Involved in conceptualizing, implementing and monitoring of winning business strategies to drive growth in business volumes as well as profitability and leading the efforts across analyzing and linking various functional, business and corporate strategy of the organization
* Responsible for development, execution and performance of all programs designed to increase presence and ultimate take-away
* Ensured alignment across the Sales and Marketing organizations on field sales needs and marketing initiatives, including coordination with Corporate Trade Marketing and budget management.
* Increased sales growth drove sales initiatives to achieve business goals. Conducted detailed market study to analyze the latest market trends, tracked competitor activities and provided valuable inputs for selling and the marketing strategies
* Developed new clients and conducted extensive market research to analyze and assess market potential.
* Monitored dealer sales and marketing activities; implemented effective strategies to maximize sales and accomplishment of revenue and collection targets
* Formulated and implemented marketing activities for successful launching of new products. Built brand focus in conjunction with operational requirements. Ensured maximum brand visibility & captured optimum market shares
* Established healthy business relations with clients & external associates for securing repeat business & long term customer loyalty and worked towards solving their queries and complaints efficiently.
* Implementation of market and outlet coverage plans, adherence to fixed call frequency for self & customer groups and Infrastructure as per plan.
* Provided seasoned leadership in the translation and execution of the Marketing strategy into successful programs.
* Accountable for setting international business targets and strive to achieve the same
* Handling the entire administrative functionalities deftly.
* Drawing marketing budget, monitoring expense levels and restraining extravagance to achieve business goals within budgetary parameters

**@ Global Info Solution (IT, ITES & BPO Service)**

* Involved in developing and building business from start up; established strong customer base and business.
* Accountable for generating new business and successfully managing accounts
* Hired, trained, and supervised, providing guidance in use of tools, on-the-job guidelines, customer interactions, and effective presentation of project estimates
* Responsible for relationship Management, Price negotiation with vendors and distributors
* Instrumental in Front ending Business development and Enterprise sales, with specific focus on client satisfaction
* Planned and Executed Marketing activities like webinars, mailer campaigns and promotion related communication
* Produced all new business through referrals and fostered excellent relationships and referrals by building trust and rapport with customers

**TRAININGS & CONFERENCES**

* Heartland Bangalore Transcription & services Private Limited, Medical Transcription Training (Jun 2003 – Dec 2003)
* Info-Age Computer Education, Bangalore in Practical Diploma in Accounts and Administration (Nov 2002 - Jan 2003)
* Attended business conferences and business meetings in abroad - Medical Transcription Industry Association (MTIA), 20th Annual Conference in Louisville, Kentucky, USA on April 22 – 25, 2009 and ITES conferences.

**LANGUAGE SKILLS**

* Fluent in English, Hindi, Marathi, Kannada, Telugu, and Tamil

**AVAILABILITY**

* Willing to relocate within 3 months| Possess no bond with current employer

**References available upon request**