

# NIRAV BHUPATANI

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## [CURRICULUM VITAE]

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OBJECTIVE: To work with leading , growth oriented industry, in managing the systems department with challenging opportunity of new development, strategic planning through systems support, to achieve excellence, and establish global benchmarks.

Mobile No. 9879006996  
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Date of Birth: 27/07/1985

Nationality: Indian

### EDUCATION

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2008 - 2010            **M.Sc. Information Technology** : University: School of computing, University of the West of Scotland, Paisley, U.K., PA1 2BE, Tel No. 01418483000

2007 – 2008            **PG.D. Management (Information Technology)**  
University of the West of Scotland

Module Include: **Project Management**, Strategic Management in IT, Object Oriented Analysis and Design, Software Development (VB.net), Database Management system(SQL, MS Access, RDBMS),

Networking Principal for Business, Research Methods

- In close collaboration of modules like software development and OOD
- Worked on projects by using an idea of management and teamwork
- Extensive use of DBMS and management during my Pg.D.
- Good knowledge and understanding to work with team and work in pressure or time limit.

2003 – 2006            **B.Sc. Geology (First Class)**  
Gujarat University, India

2000-2002            **A level Science, Maths, English (B grade)**

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## WORK EXPERIENCE

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June 2020 - Pursuing  
**Staffomatix Recruitment Services**  
**Founder and CEO**

May 2012- Pursuing  
**CodeFaktory Infotech**  
**Founder and CEO**

- Develop high quality business strategies and plans ensuring their alignment with short-term and long-term objectives
- Lead and motivate subordinates to advance employee engagement develop a high performing managerial team
- Oversee all operations and business activities to ensure they produce the desired results and are consistent with the overall strategy and mission
- Make high-quality investing decisions to advance the business and increase profits
- Enforce adherence to legal guidelines and in-house policies to maintain the company's legality and business ethics
- Review financial and non-financial reports to devise solutions or improvements
- Build trust relations with key partners and stakeholders and act as a point of contact for important shareholders
- Analyze problematic situations and occurrences and provide solutions to ensure company survival and growth
- Maintain a deep knowledge of the markets and industry of the company

September 2011 – May 2012  
**Rightway Solution (I) Pvt LTD**  
**Business Development Executive (Product Department)**

### Responsibilities:

Identify and develop business opportunities for the Company's creative solutions in industrial and product designs as well as the Company's creativity services.

### Overall

- Prepares the annual Business Development Plan; as well as prepares the annual Work Plan.
- Define and follow up of yearly targets and objectives.
- Develop and implement strategies for new products and services.
- Determine new opportunities by analyzing business needs.
- Provide direction, guidance to the department to ensure alignment with the Company's strategies.

## Account Management

- Increase the company's involvement with existing client
- Develop and deliver the business plans through carrying out research, formulate
- Market analysis and deliver accurate business reports.
- Serves as a lead facilitator both internally and externally for projects
- Develop and manage client communication tools such as the corporate website
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## Business Development and Marketing

- Pro-actively hunt for target organizations and establish communications with those businesses that can benefit from our Company's services.
- Further develop multi-tier relationships to organically grow the clients' accounts.
- Build referral and lead generation network
- Develop the corporate brand strategy
- Develop and manage marketing tools and collateral for existing and new clients
- Implement business models so as to create new ventures

Forecast long and short-range market potential in the Asia Pacific for Management's analysis  
Adopt a hands-on approach in monitoring the implementation and execution of marketing programs

March 2011-September 2011

**Gaytes Information Systems (P) Ltd.**

**International Sales Engineer (Business development)**

- Demonstrates technical marketing skills and product knowledge to the targeted clients.
- Develops annual marketing plan in conjunction with sales department, which
- details activities to follow during the fiscal year, which will focus on
- Meeting organizational objectives.
- Developing and implementing a company-wide go-to-market plan, working with all departments to execute.
- Analyzing potential partner relationships for product lines.
- Targeting countries and developing business over there
- Develop and manage marketing strategies to meet or exceed sales goals,
- generate interest, develop strong resident relations, and
- Maintain and increase occupancy.
- Preparing monthly, weekly or daily sales analysis.
- Preparing proposals, agreements, sales reports, and presentations.
- Generating Leads & Closure for the same
- Updating the status of sales order in the database or computer.

- Collecting, analyzing, evaluating and accounting the information in order to increase productivity of sales.
- Monitoring the trends and evaluating the performance assessed against monthly sales goals.
- Promoting the facilities of the organization to fresh and existing customers through a proactive approach.
- Coordinating and responding to all requests of internal meetings.
- Assisting in the implementation of sales strategies as prepared by the Sales event manager.
- Supporting the sales team in attaining sales targets.
- Communicating with regional sales team for status of order and position of sales

Aug 2008- Oct 2010

**William Hill Plc, U.K.**

**District Deputy Manager Relief (Retail Operations)**

**Tasks handled :** 20+ branch managing, handling of team of more than 120 people, target achieving of at least 3 million Sterling pounds in each song, marketing, large amount of cash handling, product explanations, and administrative work, Staffing and training etc

March 2008-Aug 2008

**William Hill Plc, UK**

**Senior cash Manager**

**Task handled :** Cash handling, helping manager in general admin duties, marketing etc

## RESEARCH

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My principal research during my study was Data Integration, warehousing and data cleaning tools.

## SKILLS

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**Management:** Marketing, Business Organization, Business Modeling, specialized in PROJECT MANAGEMENT AND STRATEGIC MANAGEMENT.

**Project Management:-**

- PRINCE
- Product Life cycle
- Risk analyses
- Work break down structure
- Estimation and cost analyses
- Monitor and control

**Strategic management:-**

- Organization of structure and organizational strategies
- Market segmentation and Market distribution
- Strategic marketing and implementation
- Cash-flow management
- Manufacturing overhead strategies
- ICT strategies
- B2B,B2C,C2C,C2B strategies

#### Business and Marketing

Brand Development, Brand Awareness Marketing Strategy, New Business Development  
,Strategic Consulting, Product Strategy, Social Media Marketing, Business Strategy, Public  
Relations, Business Planning, Marketing Management Strategy Development

language: C,C++, PHP, JavaScript, DBMS, OOAD etc.

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#### HOBBIES:

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Travelling, internet surfing,

#### INTEREST:

watching movies, cricket, meet new people, make friends.

#### Reference:

Will be given on request