

# « Curriculum Vitae »

**WASIM AHMED**

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**SR. SALES / BUSINESS DEVELOPMENT MANAGER  
BUSINESS EXECUTIVE**

**Planning | Organizing | Leading | Co-ordination | Controlling**

An ambitious and optimistic Business Executive with proven abilities in business development, strategic planning, managing projects & International assignments, improving efficiency of operations, team building and detailing project information to determine effective functions for corporate management. Quickly grasps complex concept, analyzes, and interprets Ideas into a logical strategy. Able to identify areas of strength & weakness and implement company policies, standards, change in growth track & systems to optimize productivity & bottom line. Demonstrate ability to motivate staffs to maximum good productivity. Capable Managing the stringent deadlines towards clearing all bottlenecks. Possess the mind set of working as an independent entrepreneur, Capture metrics & KPI-KSI, analyse trends to take corrective actions & beyond thinker.

## **AREA OF EXPERTISE**

BUSINESS DEVELOPMENTS – DOMESTIC/INTERNATIONAL | STRATEGIC PLANNING | WEALTH & ASSETS MANAGEMENT | RETAIL & CORPORATE FINANCE | REAL ESTATES ASSETS & PORTFOLIO MANAGEMENT | BUSINESS ANALYSIS & INTELLIGENCE | INTERNATIONAL TRADING & BUSINESS ACUMEN | CORPORATE MANAGEMENT | SALES MARKETING & BRANDING

**EXPOSURE:** FINANCIAL WORLD | REAL ESTATE | INTERNATIONAL TRADING

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## **PROFESSIONAL EXPERIENCE**

**SR. MANAGER – BUSINESS INTELLIGENCE  
GIG HOLDINGS INC**

Aug 2013 - Till Date  
Pune – **INDIA**

Managed, hold and controlled over all operations and business developments into Domestic and International Markets. Working on International Trade with Metal Scraps and other commodities with liaising to local suppliers and traders world wide. International Project finance managements. Assets book building and profit and loss management. Real estate Investment management programmes for Individuals and Institutional clients. Recently managed complete corporate restructuring for a group in Qatar did capital and Project finance to their joinery unit for QR.7M for client in Doha Qatar through QDB & Doha Bank.

Enhancing scope of development on Real Estate portfolio for Independent Investors, Offshore Investment companies, Corporate & MNC's and End users. Also serving corporate for their commercial needs in real estates and handling all types of brackets in Real Estates Markets.

**SENIOR MANAGER**

Nov 2010 - Dec 2012

**SAUDI TRADING & RESOURCES CO. LTD.****Riyad – KSA**

SGH is an investment holding company represented by HRH Prince Bandar bin Saud bin Khaled al Saud. SGH offers perfect platform for MNC under partnership or sponsorship in Kingdom of Saudi Arabia.

As business executive take charge to introduce our group to foreign entities and business houses that have focus in expanding business interest in KSA and Gulf region. The successful business marriage was made between Star Group Holding Chairman HRH Prince Bandar Bin Saud Bin Khaled Al Saud & Shapoorji Pallonji Group Chairman Mr. Cyrus Mistry (The new successor as Chairman for TATA Group in India) –

The Role was supporting and advising MNC for startups or expansion in KSA and GCC region under our group leadership sponsoring.

**SENIOR ASSOCIATE**

March 2004 – Aug 2009

**ADDERLEY DAVIS & ASSOCIATES LTD.****Dubai – UAE**

**ADA** is a Registered Business Consultant in UAE. Designated as Sr. Associate into Wealth Management Division, to Advise private & Institutional investors in International equity and debt investments Market. Also assist growing companies in raising development Capital. Approaching high net worth individuals and providing them custom made investment solutions worldwide. Marketing financial products through heading lead sourcing, customer relationship development and selling techniques to achieve sales goals.

- Consulting clients on real estate investments in Emerging Markets like Romania, Thailand, UAE, Bahrain, Malaysia & India.
- Providing Corporate Consultancy Services to international businesses wishing to open branches or new companies in the UAE or ME. Also referring them with Research report of the region to have analyzed the market scenario in the region.
- Serving as a point of contact and support in actively promoting the company's products to existing and new clients.
- Prospect for new business, preparing/presenting proposals and maintaining existing relationship.
- Consulting private & institutional investors on international equity, debt investments and real estate investments.
- Working closely with other sales people and building a positive team environment and currently managing a team of 3 executives from European operations.
- Maintaining high level of financial knowledge.
- Introducing and promoting our in house structured investments instrument called SAPC – (Single Asset Property Company)
- Attended Exhibition and Seminars- for sister concern company EMP ADVISORS (Emerging Market Property Advisors) Preparing and sending country reports with real estate's & Economics indication free of cost to our members. \*\* Dubai \*\* Bahrain \*\* Qatar \*\* Singapore \*\* KSA etc – Exhibited personally.

**SENIOR SALES MANAGER - Asset Finance**

Dec 99 - Jan 2004

**CHOLAMANDALAM INVESTMENT & FINANCE CO.LTD.****Mumbai – India**

**CIFCO a** \$ 3 billion Murugappa Group Concern, Position profile includes effective Co-ordination with New & Existing Clients, Managing Queries and Objections, Providing Tailor made Solutions to Customers, Retail Channel Management & Development, Event Management , Advertising & Brand Promotion, Indirect Channel Development Credit Analysis Support to credit Manager, Automobile & Commercial vehicles Dealers network tie –ups, Sub Agents marketing strategy, Structuring corporate Deals, corporate business Development. Team Managing & be approved to profit center.

Assets Finances – Car / Commercial vehicle & construction heavy moving Equipment's / Plant & machinery.

**BUSINESS DEVELOPMENT OFFICER**Dec 98 to Nov 99 | **Mumbai – India****INDO-ARAB & INDO- AFRICAN CHAMBER OF COMMERCE AND INDUSTRIES.**

Job Profile included Understanding & Updating Information on Middle East and African Markets providing information to exporter on Product, Prices and promotional scopes. Analyzing Phenomena of global trade, providing Total information on the Global trade markets Trends, Inviting Export-Houses to become the members of the Chamber. Also included study of local Market, manufacturing & marketing and assisting to reach the Global Arena. Market Research, Advertising, Promotion of Trade & Business Journals, Organizing Exhibitions and Trade Fairs are other core activities which also included.

**ASSISTANT MANAGER – SALES & MARKETING  
JUGAL FINANCIAL SERVICES LIMITED**Oct 96 to Nov 98  
**Mumbai – India**

JFSL is a Non-Banking Financial Company (NBFC) with diversified activities in marketing like Retail Banking, Corporate Finance, & Investment Consultancy Services.

Responsibilities included Allotment of Finance to Corporate, Scrutinizing the Project Proposals of Corporate, During the process of Credit Evaluation we Analyzed the Financial Statements in depth, Reviewed the Working Capital Ratios, Inventory and Debtors Turnover Ratios, Performed Profitability Analysis by Reviewing ROI, Procuring New Business, Planning and Executing Financial Analysis and Assessing Viability of Projects, Also participated in Arranging Seminars, Road Shows for Association with NBFC, Banks for Leasing, Hire Purchase of Auto / Commercial Vehicles and Equipments, Additional Finance against Securities, Home Loans & Mortgages , Bill Discounting, Undertaking Daily Reports of Executives, Handling Assets and Liabilities Products for the Banks and Implementing the Techniques, Documentation Procedures, Further Development Planning and Providing satisfactory results.

First batch for Standard Chartered Bank for offering market FAST - Finance against Securities.

**----- Round Table Experience -----**

2007 – 2009 – Kingdom Capital International Ltd Mauritius, Founder & Managing Director.  
Managed independently US\$300Millions ++ Real Estate fund predominately invested in UAE properties and also some slot of bracket into Indian Realty. Complete cycle of entry exist levels with more over 30 - 400% profits annually. Investors from 45countries with working close aid of 821 agents network.  
1998 – 2005 Board member of BHIL Group / WK International – India  
1997 - 2002 Director of 2 DSA for Banks & Financial Institution - India

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**EDUCATION**

- **Bachelor of Commerce - 1996** | Mumbai University

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**CERTIFICATIONS**

- **SISI – GPMA, Workshop on Advances in Pharmaceutical Packaging – Certification.**  
SISI – Small Industries Services Institute, Ministry of SSI, Govt. of India  
GPMA – Goa Pharmaceutical Manufacturers' Association.

- **Diploma in International Trade and Management: Indo American Society; Mumbai (1997)**  
**Course contents** - Export Import Management, Exim Policies, Global Market and Product Studies, Documentation Methodologies, Trade finance (LCs & Guarantees), Global Competition & Treats, Governments Duty draw back Schemes, Research & Analysis.

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- Holding drivers Licence of UAE / QATAR & INDIA.