

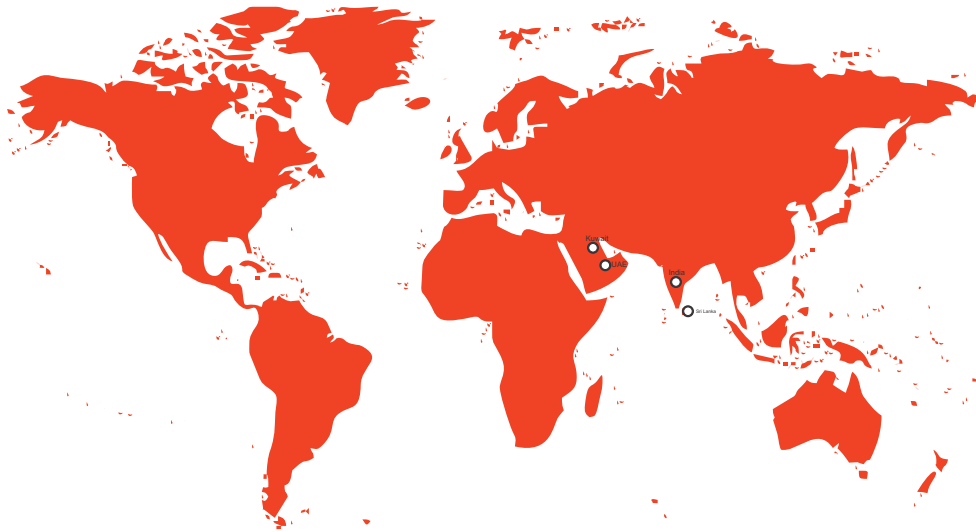


Aditya Sabapathy

Joint Director - Corporate Partnerships

<div>About me</div> <div>Experienced professional providing increasing levels of leadership in marketing & sales for an internationally known industry leader. Adept at working with multiple consumer segments. Skilled in strategic planning & implementation, able to prioritize, multi-task & achieve objectives within time & budget. Clear & dynamic communicator known for building strong relationships with internal & external partners.</div>		<div>Location</div> <div>Mumbai, India</div> <div></div>	<div>Contact</div> <div>+91 75062 66272</div> <div>adityasabapathy@yahoo.com</div> <div></div>		
<div>Employment History</div>	<div>June 2014–Present</div> <div>HelpAge India</div> <div>Joint Director Corporate Partnerships</div> <div><ul style="list-style-type: none">Plan target & forecast new business acquisitionClient retention and mapping accounts to maximize businessRelationship management with Corporates, Trusts and Foundations</div>	<div>Apr 2013–June 2014</div> <div>SOS Children's Villages of India</div> <div>Sr. Manager Corp. Partnerships</div> <div><ul style="list-style-type: none">Plan target & forecast new business acquisitionCorporate fund raising across verticalsClient retention and mapping accounts to maximize business</div>	<div>Sep 2011–Jan 2013</div> <div>Edenred India Pvt Ltd (Formerly Accor Services)</div> <div>Sr. Manager Alternate Sales</div> <div><ul style="list-style-type: none">Initiated & executed alternate sales channels in Tier II citiesGenerated revenues of ₹6 crore for Meal Vouchers & ₹2 crore for Gift VouchersInstrumental in optimizing revenues</div>	<div>Mar 2010–May 2011</div> <div>M H Alshaya Co LLC, UAE</div> <div>Business Alliance Accounts Manager</div> <div><ul style="list-style-type: none">Corporate sales and distribution in UAEAchieved revenues of AED 17 millionSet up the B2B business model which went on to become an industry standard at M H Alshaya</div>	<div>Jul 2007–Jul 2009</div> <div>Accor Services</div> <div>Regional Head West</div> <div><ul style="list-style-type: none">Achieved annual revenues of ₹125 crore in Meal Vouchers & ₹7 crore correspond in Gift VouchersSet up distribution cycles for smooth functioningSet up new markets</div>
<div>Dec 2005–Jun 2007</div> <div>Bharatmatrimony.com Pvt. Ltd.</div> <div>Regional Head West</div> <div><ul style="list-style-type: none">Executed the offline business modelSet up 37 franchisee's across WestGenerated ₹11.5 crore annually</div>	<div>May 2003-Oct 2005</div> <div>Nitco Tiles Ltd.</div> <div>Manager Operations - Sri Lanka</div> <div><ul style="list-style-type: none">Develop the annual operational plan and cash flows for the business unitsIncreased operating profitsStock managementLiaise with the BOI, Banks and external agencies</div>	<div>Oct 2000-Apr 2003</div> <div>Sharat Ratna Entp. Pvt. Ltd.</div> <div>Managing Partner</div> <div><ul style="list-style-type: none">Setup of franchisee in Sri LankaIncremental business revenue generated of ₹37 lacsCustomized business solutions to overseas clients</div>	<div>Aug 1994-Sep 2000</div> <div>Titan Industries Limited</div> <div>Sales Officer</div> <div><ul style="list-style-type: none">Develop the sales budget for the business unitAchieve channel wise volume & value targetPlan & execute promotional campaignsStock Management & MISDevelop a callage and coverage pattern for the dealer network</div>	<div>WHAT OTHERS SAY</div> <div>Articulate Outspoken Honest</div> <div>ARVIND THAKORE</div> <div>DIRECTOR</div> <div>EXECUTIVE DECISION</div> <div>Independent Logical thinker Leader</div> <div>SAILESH GOYAL</div> <div>PRESIDENT</div> <div>GITANJALI INFRA TECH</div> <div>Committed Generous Outgoing</div> <div>JOSEPH KAJWANG</div> <div>DEPUTY NATIONAL DIRECTOR</div> <div>SOS KENYA</div>	
<div>Fast facts</div> <div>156%</div> <div>Annual Revenue Target achieved in 9 months at SOS Children's Villages of India</div>	<div>137%</div> <div>Increase on YOY sales at Accor Services</div>	<div>\$93,000</div> <div>Operating profits in the Second year at Nitco Tiles</div>	<div>154</div> <div>Dealers in 74 unrepresented towns for Titan Industries</div>	<div>Key Skills</div> <div><ul style="list-style-type: none">Strategic PlanningNew Business DevelopmentBusiness ProcessSales ManagementCRMTeam BuildingP & L Accountability</div>	
<div>Milestones</div> <div><div>1996-1997-1998</div><div>Received the Titan Super & Mega Achiever Award for Excellent Performance</div></div> <div><div>2001</div><div>Setup a Franchisee in Sri Lanka for Sharat Ratna Entp. Incremental revenues of ₹37 lacs</div></div> <div><div>2004</div><div>Generated operating profits for Nitco Tiles</div></div> <div><div>2006</div><div>Western region operating profits Increased by 9% for Bharatmatrimony</div></div> <div><div>2007</div><div>Increased sales across Western India by 137% for Accor Services</div></div> <div><div>2013</div><div>Best individual performer for highest sales in SOS Children's Villages of India</div></div>					

International Experience



Passport Details

F0033498

Date of Issue
25.04.2005

Valid Till
24.04.2015

Place of Issue
Colombo, Sri Lanka



Academics

GRADUATION
Bachelor of Arts
Madras Christian College
Chennai - 1993

POST GRADUATION
Post Graduate Diploma in Sales & Marketing Management
National Institute of Sales
Chennai 1994

English Marathi
Hindi Tamil
Writing

English Marathi
Hindi Tamil
Listening

Reading
English Marathi
Hindi Tamil

Speaking
English Marathi
Hindi Tamil

LIKES



DISLIKES



My favourite Place

Bali



IF I WERE AN ANIMAL

I would be a Wolf because they are Value driven, Mysterious, Protectors and Natural leaders.



Smart Out-of-the
Team Player -box
Result Oriented
Go getter thinker