



SAJAD DARWISH S

SUMMARY

Experienced in Strategic Business with demonstrated history of working in strategic management, infrastructure retail, Food & Beverages Industry. Skilled in Advance retail and distribution management, Sales & Negotiation, Budgeting, International marketing and Business development, Creative Head, A to Z industrial Bugging, Debugging & Structuring, Consultant SBU, Industrial analysis, Presentation and Public Speaking. Strong business development professional with Diploma in management focused in the new and highly Competitive Corporate world.

Educational Qualification

Indus Business Academy, Bangalore, India.

Post-Graduation Diploma in management (PGDM)

Specialized In Marketing Finance and Operations

Core subject specialization : Advance Retail Management (Mentor: Jayaram B Shetty (Former Vice president of Bata and Adidas)

Currently pursuing CISC from IPSCMI

Buddha Academic Centre, (Mahatma Gandhi University) Kerala

Bachelor of Commerce with CA

Government Boys Higher Secondary school, Intermediary.

PROFESSIONAL EXPERIENCE

Shoebuzz General Trading L.L.C as Director Operations and Business development

Shoebuzz General Trading established as a food distribution channel company in United Arab Emirates. We are bringing the leading and latest FMCG and its services to the customer through an efficient and well-structured warehousing facilities and backed by efficient distribution fleet. Shoebuzz Distribution is a company which is mainly offering the quality of Distribution services in the segment of food and Beverages across the UAE with a dedicated and combination of one ambitious team of business consultants specialize in a particular discipline includes sales, marketing, BDM and operations etc.

- Leading the company and ensuring all employees buy into the company vision.
- Setting the overall strategic direction of the company.
- Planning and implementing long term business strategies to achieve the company's objectives.
- Devising a 5-year plan and working with other board members to oversee its implementation.
- Meeting with the finance director on a regular basis to review the company's financial performance.
- Managing the direction of the company and guiding senior members of the company.
- Working closely with the Sales Director on sales strategy and approach to winning new business.
- Carrying out regular SWOT analysis to mitigate any potential risks through industry and market changes.
- Looking for opportunities to increase efficiencies and speed up processes across the business.
- Implementing new processes and procedures across the business as per the market scenario.

Skills

Software Packages:

- MS-Office
- Tally ERP-09
- SAP
- XENIA

Other Skills:

- Visionary Leadership
- Ability to motivate the workforce
- Effective management and delegation
- Communication and Negotiation
- PR and Presentations Skill
- Understanding of a multi-faceted business operations
- Strong financial Acumen
- Planning and forecasting
- In depth knowledge of markets and changing business environments
- Complex problem solving
- effective decision making
- Marketing
- Market Research
- Business Plan Consultation
- Forecast and planning
- Social Media marketing
- Digital Marketing
- Business development
- International Marketing
- Team management
- Project management
- Strategic Decision Making
- Strategic Planning

Areas Interested:

- Operations
- Logistics Management
- Supply chain management
- Shipping Industries
- Retail operations
- Advance Retail management
- Business Development
- Strategic Business Unit
- Brand implementation and

- Setting company-wide KPI's to gauge company performance in all areas.
- Setting company budgets and forecasts alongside the finance director.
- Reporting results to the shareholders on a quarterly and annual basis.
- Analyzing opportunities for growth in market segments to drive profitability.
- Responsible for New product acquisitions, launch and implementation and marketing.
- Planning and finding the new business opportunities
- Increase the line of product and business operations.
- Product development

Implemented Brands:-

- Nechi (Flavored Syrup)
- Hana (Honey and by products)
- Nellari (Rice & by products/ Pickles)
- Arrayi (Spices)

Farm Fresh L.L.C as Operations & Logistics Assistant

Responsibilities:-

- Contribute operations information and recommendations to strategic plans and reviews; prepare and complete action plans; implement production, productivity, quality and customer-service standards; resolve problems; complete audits; identify trends
- Forecast requirements; prepare an annual budget; schedule expenditures; analyze variances; initiating corrective actions
- Develop operations systems by determining product handling and storage requirements; develop, implement, enforce and evaluate policies and procedures; develop processes for receiving product, equipment utilization, inventory management and shipping
- Analyze process workflow, employee and space requirements and equipment layout; implement changes
- Maintain safe and healthy work environment by establishing, following and enforcing standards and procedures; complying with legal regulations
- Accomplish operations and organization mission by completing related results as needed
- Meet or exceed operations labor budget expectations
- Responsible for all aspects of vehicle and heavy equipment rentals
- Manage relationships with key operations vendors
- Track vendor pricing, rebates and service levels
- Review and approve all operational invoices and ensure they are submitted for payment
- Serve as primary point of contact when there are customer issues related to equipment quality, customer service, or

consultation

- International Business Consultation

Extra/ Co-curricular activities:

- Interested in finding the solution and strategies for the critical issues in corporate.
- Conducting classes about career development, Share market, Management skills, Business studies and substitute tutor for different business studies students.
- Guest Lecturer and Online tutor (Bangalore Campus)
- Speaker & Writer

STRENGTH:

- Good communication & interpretation skills
- Leadership quality- ability to build & manage teams
- Quick learner & dynamic personality
- Problem solving
- Hardworking & ability to work under challenging situations
- Ability to take calculated risk

RECENT PROJECTS:

- Nechi's (Global Flavored syrup market growth and opportunities MENA and Asia pacific region) Feasibility study & Business plan of 5 years
- Feasibility study of frozen and spices market and opportunities in MENA region. Implemented 4 brands based on the study

accidents and mishaps on-site. In particular, this includes any issues on-site at client facilities, such as breaking a fence or tape residue on flooring

- Communicate customer issues with operations team and devise ways of improving the customer experience, including resolving problems and complaints
- Work closely with OM, FM and management team to set and/or implement policies, procedures and systems and to follow through with implementation.
- Communicate all operating policies and/or issues at department meetings
- Work closely with the inventory manager and team to perform analysis of our inventory and ensure we are utilizing our inventory effectively, purchasing the right equipment, maintaining solid inventory data and reduce sub-rental expenses
- Responsible for receivables, order processing, on time deliveries & Customer satisfactions.
- Meet and strive to exceed financial profits and goals as agreed with the Management.
- Work closely with Director Finance to make sure that expenses are under control and overheads budgets are not exceed.
- Ensure Smooth & accurate flow of documents and cargo to and from all distribution centers under the group umbrella.
- Responsible for Restructuring of departmental functions Computerization, development of SOP's, Re-routing, implementation of procedures & Staff development through conducting Training & Symposiums
- Responsible for managing the assets of the store
- Responsible for managing the overall functioning of the store.
- Takes care of the day to day operations of the store and ensures maximum profitability for the store.

As Consultant SBU

IIPED ENGINEERING SERVICES PVT. LTD as International Sales and Marketing Research consultant

- Important role in supporting the organizations so that can grow their markets through innovative sales and marketing programs, materials, sales tools, and other support developed by both the business partner.
- Responsible for assisting in the planning and execution of international tradeshow with the host country business partner or independently as needed.
- Coordinate and manage the assets, messaging, pre meeting advertising, lead generation, programs, events, and all other meetings associated with these events.
- Responsibility to assist in identifying potential global markets to determine the demands for the products and services.

PERSONAL & CONTACT DETAILS:

DOB : 26th June 1991

Languages Known : English, Hindi,
Malayalam, Tamil, Kannada

Marital Status : Unmarried

Nationality : Indian

Visa status : Employment

Phone: +971-544025026

+971-507486287

Email: sajaddarwishes@gmail.com

LinkedIn Profile Link:

<https://www.linkedin.com/in/sajad-darwish-s-93239a38/>

Address: Flat #208

Al Rawdha-2, Ajman, UAE

- To identify the potentiality of the market by research and analysis and prepare business plan and for the upcoming years.

HHYS INFRAMART, as Business development and Strategic Business Management

- Marketing
- Market research
- Business development
- Strategic planning
- Sales trainer
- Project management
- Industrial and Organizational Problem solving
- Strategic Decision Making
- Dealer Branding analyst
- Product Branding

MARUTI UDYOG PVT. LTD as sales executive. (Kerala)

- Sales closing deal.
- Understands automobiles by studying characteristics, capabilities, and features; comparing and contrasting competitive models; inspecting automobiles
- Provides sales management information by completing reports. Updates job knowledge by participating in educational opportunities; reading professional publications.
- Enhances dealership reputation by accepting ownership for accomplishing new and different requests; exploring opportunities to add value to job accomplishments.
- Sales and Profile closing skill development

STOCK HOLDING CORPORATION (Bangalore) (SHCIL)

- Equity Research analyst
- Working capital management
- Security analysis and portfolio management
- Mutual Fund acquisition advisor
- Terminal head
- Portfolio management
- Client advisor
- Marketing and sales of the financial product and services.

PROJECTS UNDERTAKEN

Advance Retail Management

Mentor: Jayaram B Shetty (Former Vice president of Bata and Adidas)

- Successfully done a project named Retail Management and Visual Merchandising and It had been presented in the form of documentation.

- Conducted an individual seminar regarding the topic of **Retailers look to sell via Visual Merchandising.**
 - I had been given a presentation regarding **1.Store Layout, Design and Visual Merchandising 2. Role of creativity and Relevance in Visual Merchandising.** All the project seminar and presentation had been done in the metro city Bangalore.
 - **Interested areas covered:** Business Communication, Mercantile law, Organizational Behavior and management Process, Retail Shop Behavior, Retail Brand Management and Selling, Visual Merchandising and Vendor Management.
 - Completed a project called 'Kalakshetra' which is about Project Management.
 - Done a research paper about "The Indian banking industry and emerging technology" under the topic of Management in Knowledge Economy.
 - Written a case study about "Volvo" under the subject of marketing.
 - Attended a conference regarding Global Compact Networking India under the subject had of marketing and entrepreneurship.
 - Totally managed 3 days international conference for the topic regarding managerial knowledge economy.
 - Actively engaged in National Management Fest named "Archish 2014-15" in college and headed 2 verticals and their promotion works.
 - "Performance of the Pharmaceutical and Banking stock in the past five years" at Stock Holding Corporation India Ltd (Bangalore StockExchange)
-