

SYED ALI

Business Expansion | Business Strategy & Execution | Business Vision | P&L Management | Strategic Alliances

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EXECUTIVE SUMMARY

- Visionary professional with verifiable expertise of over 2 decades in translating business objectives & visions to operational tactics; increased revenue and pipeline growth through strategic sales solutions, analytics and channel partner alliances within short time of on-boarding
- Entrepreneurial professional; delivered expertise in setting vision, direction & strategic plan for developing business, driving sales & amplifying business margin
- Spearheading all the functions pertaining to P&L responsibility, cost control, vendor management, employee management, short term and long-term business plan development, quality control/ quality assurance and business valuations
- Recognized by clients and colleagues as a consummate professional with a high degree of personal integrity, known for a contagious passion for excellence, a talent for resourceful business solutions, and a capacity for motivational leadership
- Possess outstanding communication and presentation abilities; effectively market products and services; skilled in persuasive presentation and profitable negotiation and offer excellent customer relations skills
- Successfully led & represented the organization at national and international industry events; led enterprise-level Business growth opportunities; formulated, developed and implemented yearly business strategies to ensure attainment of revenue goals and profitable sell-through
- Forged strategic partnerships with key industry leaders resulting in country level expansion and helped the brand to position in the market as compare to the other competitors
- Directing complete operation in accordance with strategic plans & evaluating the success of the organization in reaching its goals
- Key People Leader; successfully led & motivated teams in cross-cultural environment towards growth & success in organization

EDUCATION

1999

Diploma in Mechanical Engineering

Skiltek Educational Institutions

1996

Higher Secondary

SRMC Govt. College

PERSONAL DETAILS

Date of Birth:

5th July 1973

Languages Known:

English, Hindi, Malayalam

Address:

5/750, SAAC 2nd Floor,
Sabari Salai, Madipakkam,
Chennai - 600091

HOBBIES



KEY CONTRIBUTIONS

- Achieved market penetration and global product expansion through strategic business planning which resulted in an increase in revenue and profitability
- Leveraged Business establishment & development expertise closing deal and additional multi-million-dollar opportunities for an enterprise supply chain provider
- Mined strategic partnership with market leaders which boosted the product revenues
- Developed the strategy and roadmap for the organization's international expansion; conceptualized and developed new business strategies which led to an increase in business turnover
- Achieved market penetration and global product expansion through strategic business planning which resulted in an increase in revenue and profitability, directly relative to the growth of the company
- Mined strategic partnership with market leaders which boosted the product revenues with direct impact on growth

KEY STRENGTH

Business Development	<div style="width: 90%;"></div>	Supply Chain Management	<div style="width: 95%;"></div>
Brand Positioning	<div style="width: 85%;"></div>	Client Engagement	<div style="width: 90%;"></div>
Global Product Expansion	<div style="width: 80%;"></div>	Vendor / Supplier Management	<div style="width: 95%;"></div>
Strategic Business Planning	<div style="width: 90%;"></div>	People Management	<div style="width: 95%;"></div>
Revenue and Pipeline Growth	<div style="width: 85%;"></div>	P&L Management	<div style="width: 90%;"></div>
International Business Expansion	<div style="width: 80%;"></div>	Process Strategy & Transformation	<div style="width: 95%;"></div>
Inventory Management	<div style="width: 90%;"></div>	Sourcing Operations	<div style="width: 95%;"></div>

WORK EXPERIENCE

Since – January 2019

Reach Time Industry Co., Limited, Hong Kong (Business office) & Dongguan Fullwin Technology Co., Ltd.- an ISO 9001 Certified Company, Dongguan, China

Senior Business Manager (International)

Brands Portfolio/Associations:

Time House Trading LLC (www.timehousecompany.com)

- Manufacturing watches for TORNADO (Men's Sport Brand) || ECSTACY (Ladies fashion Brand) || ULTIMUS (Swiss made Classic series for men & Women)

ILG Asia Limited (<http://www.interluxury.com/>)

- Manufacturing watches for KENNETH COLE || CERRUTI 1881 || POLICE || AIGNER & TIMBERLAND

January 2015 - December 2018

Blue Stone General Trading LLC, Dubai, UAE

Business Development Manager-Middle East

Brands Portfolio/Associations:

Time House Trading LLC (www.timehousecompany.com)

- TORNADO (Men's Sport Brand) || ECSTACY (Ladies fashion Brand) || ULTIMUS (Swiss-made Classic series for men & Women)
- Delivered training and product briefing to Retail Sales Team

Emirates (www.emirates.com)

- Manufactured Emirates Logo Pair Watch (Men & Women) for their inflight duty-free shop

Dubai Duty-Free (www.dubaidutyfree.com)- Manufacturing AKARU Watches

Qatar Airways (www.qatarairways.com)

- Developed Qatar Airways Pair watches (Men & Women) || Private Label EUDORA Ladies watch set (its a set of Ladies watch with Earrings and Pendants) for their inflight duty-free shops

PREVIOUS EXPERIENCE

October 2001 - September 2014

Rivoli Group LLC, Dubai, UAE

Growth Path:

Oct 2001-Oct 2004 | Retail Store Manager

Oct 2004 to Mar 2008 | Procurement Coordinator

Mar 2008 to Mar 2010 | Senior Buyer

Apr 2010 - Sep 2014 | Assistant Manager Procurement

Procurement Operations

Brand: Cruiser / Lordson / Chevaliere / Chromatic / Sapphire / Oliver Ross

Procurement || Supply Chain Activities || Retail Staff Management || Purchase and Supply of all Procured Items & Services || Supplier Negotiation & Pricing || Supply Chain Enhancement || Performance Benchmark || Terms, Pricing, Quality Requirements, Delivery and Contracts || Cost Savings || On-time Delivery Management || Procurement Supplier Relationships || Request, Purchase Orders & Invoices for Purchases || Sourcing Strategies

Store Operations

Maximized Customers Shopping Experience || Store Space Optimization || Store Operations || Complaints and Enquiries Management || Staff Management || Stores Sales Figure Analysis || Pricing, Sales and Activity Reports Records Maintenance || Monthly Inventories || Increased Sales and Turnover || KPIs and Performance Management || Sales Enquiries