

# Mahendra Kumar

Business Strategy Development Manager



## INTERPERSONAL SKILLS

Analyzing| Exploring  
Networking | Leadership |  
Implementing new practices |  
Conflict management

## EDUCATION

### **Masters in Business**

#### **Administration**

#### **University of**

Wollongong in

Dubai

Sep 2005 - Feb 2008

## CERTIFICATION

### **Introduction to Marketing**

Spearhead Training

2005-04-26

### **First Aid fire fighting training**

Ports customs & free Zone  
corporation

2005-05-10

### **Critical Thinking and Leadership**

University Of Wollongong In

Dubai

2006-06-07

### **Environmental Awareness Horizon terminals - ENOC**

2006-12-19

## CAREER FOCUS

Business leadership Roles – Division Manager / Business Development.

## EXPERIENCE

Client Manager

Enviroserve Services LLC.

Company Profile:

Enviroserve UAE is an award-winning waste management -recycling company offering a broad range of services including electronic waste recycling, IT refurbishment, Refrigerant Gas Reclaiming, and specialized waste disposal

Strategy Management:

- Target Market Analysis.
- Manage Sales targets and bottom line.

Services Divisions

- Work closely with engineers to provide optimum solution for refrigerant gas services for reclaiming, recovery, and other services for refrigerant
- Managing Business for IT Asset Disposal, Special and E – Waste management solutions.

Commercial Product Line Responsibility

- To establish strong relationships with clients to keep product lines updated considering requirements from the markets.

### **Business Development Manager**

Infinite Management Solutions LLC. Sharjah. Jan 2018 – June 2022.

- Website development, **target SME** and **startups**.
- Mobile app development for SME and Startups.
- Social media account **management** for new and old customers.
- Research and analyze data and market insights
- Search for insights into consumer needs and wants
- Implement long-term development strategies for product categories.
- Design exit strategies for unsuccessful products
- Build and maintain long-term relationships with vendors
- Ensure product availability
- Strategize positioning of a product category to maximize its visibility
- Collaborate with the marketing team
- Research competitors, plan appropriate pricing and promotional activities
- Feedback from customers of expanding product categories
- Manage and track budget.

## **Business Risk Management**

University Of Wollongong In  
Dubai  
2007-06-03

## **INCO TERMS**

Dubai shipping Agents  
Associations  
2008-08-01

## **Strategic Thinking and Planning**

Meirc Training & Consulting  
2010-03-30

## **Safety Guide & Risk Matrix**

2010-12-05 Pestfree Dubai.

## **Green Solutions In Pest Management**

2011-03-27 *Ecovar* Dubai

## **Developing & Implementing the Business Plan**

Meirc Training & Consulting  
2012-03-01

## **Pest world east 2012**

National Pest Management  
Association  
2012-04-24

## **APCT07- 01109 Pest control UAE Course**

Amalgamated Pest control PTY  
LTD - Australia  
2012-09-12

## **LANGUAGES**

English  
Conversational Arabic

## **CONTACT**

mahendkumar@gmail.com  
00971508830986  
Dubai

<https://www.linkedin.com/in/mahendra-kumar-57001922/>

## **Commercial Business Manager**

AL Khayyat Investments, DIP. Oct 2008 - Jan 2014  
Environment services: **PESTFREE LLC**

### **Responsibilities:**

- To retain and grow business within commercial annual pest-control contracts for companies such as **Emirate's catering, Emaar Properties, Hayat Groups of Hotels.**
- Support on going contracts with **Abu Dhabi waste management** government section for 5 yearly and 3 yearly contracts for Abu-Dhabi and Al- Ain pubic areas.
- Design and implementation of operational manual for **ISO -9001 and ISO -14000 Certification** for both **Government and Commercial division.**
- Developed **Sales and operations training manuals** for the division.
- **Training and skill development training** designed and conducted for technicians at AL Ain Pest free division as per the contractual agreements.
- **Developed content** and structure for the website.
- **Implemented new technologies** such as Pestpac and handheld devices for accurate reporting for the government and commercial services.
- **Achieved year on year growth** and turnaround of the business in 2 years of taking over with complete **responsibility for a yearly budget** - AED 7 million.
- **Debt collection** improved for all contracts by recovering outstanding payments.

Build teams, **relationships** with clients and senior management through the years

## **Business Development Executive**

Chemstore FZCO Nov 2004 - Aug 2008

### **Responsibilities:**

- **To grow** storage and handling business for the company for hazardous materials.
- To build supply chain **affiliations** with logistics companies.
- **Up selling** packing and storage.
- **Develop business** for construction and other nonhazardous sector.
- **Build and develop trusted relationships** with partners, engage with executive level stakeholders.