



KAMAL NAYAN PANDEY

PRODUCT MANAGER

CONTACT

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Dubai

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EDUCATION

2015 - 2017

LUCKNOW UNIVERSITY| LUCKNOW

- Master of Commerce

2008 - 2011

LUCKNOW UNIVERSITY| LUCKNOW

- Bachelor of Commerce

2006 - 2008

UP BOARD | LUCKNOW

- INTERMEDIATE

SKILLS

- Product Strategy
- Cross-functional Leadership
- Market and User Research
- Data-driven Decision Making
- Strategic Thinking
- Problem Solving
- Effective Communication

LANGUAGES

- English
- Hindi
- Arabic

PROFILE

Results-Oriented Product Manager with a track record of delivering market-leading products that drive revenue growth and customer satisfaction. Proficient in strategic planning, agile methodologies, and cross-functional leadership to bring innovative solutions from concept to market success.

WORK EXPERIENCE

MTC| Dubai

09/2023 - PRESENT

Product Manager

- Collaborate with Cross-Functional Teams
- I cover the Middle East and Africa, including countries such as Nigeria, Uganda, Kenya, Ghana, Senegal, and others.
- Ensure Compliance and Quality
- Managing the full sales cycles including orders to ensure a smooth operation
- Train and Support Sales and Marketing Teams
- Manage Product Lifecycle.
- Maintaining P&L, Stocking, Purchase.
- Set and Monitor KPIs
- Dealing with complex enquiries and sales leads Promptly
- Proactively identifying and mapping to target new business opportunities with Channel and SI
- Achieving sales targets and growth
- Developing appropriate Channel sales strategy
- Providing Strategic Reviews (Internal and External)
- Negotiating with stakeholders
- Understanding the global market to identify future customer and product

TLM International FZE Dubai, UAE

09/2022 - 09/2023

Account Manager / Product Management

- Creating development plan and forecasting sale target and growth projections.
- Handling accounts of GCC region and other countries.
- Identifying market opportunities through meetings, networking and other channels.
- Meeting existing and potential clients and building positive relationships.
- Liaising with colleagues to develop sales and marketing strategies.
- Preparing financial projections and sales targets.
- Attending events such as exhibitions and conferences
- Preparing reports for management
- Training business developers and sales colleagues.

INTERESTS

- Music
- Travelling
- Cooking
- Photography
- Reading

CERTIFICATION

Lucknow| 2007

- Diploma in Software Application PCHT

PASSPORT DETAILS

- DOI : 28/SEP/2022
- DOE: 27/SEP/2032
- PLACE OF ISSUE: ABU DHABI
- PASSPORT NO : V2907187

UAE DRIVING LICENCE

- DOI : 28/SEP/2022
- DOE: 27/SEP/2032
- PLACE OF ISSUE: ABU DHABI
- PASSPORT NO : V2907187

PERSONAL DETAILS

- Name - Kamal Nayan Pandey
- Father's Name - Balendra Pandey
- Date of Birth - 15 Aug 1991
- Gender - Male
- Marital Status - Unmarried

Etisalat | Abu Dhabi, UAE

07/2015 - 09/2022

Business Development Manager

- Dealing with customers of more than hundred different nationalities.
- Research and identify new business opportunities including new markets, growth areas, trends, customers , partnerships, products and services or new ways of reaching existing markets.
- Have a good understanding of the businesses products or services and be able to advise others about them.
- Ensure staff are on board throughout the organization, and understand the need for change and what is required of them.
- Discuss promotional strategy and activities with the marketing department.
- Carry out sales forecasts and analysis and present your findings to senior management/the board of directors.
- Resolves product of service problem by clarifying the customer's complaint determining the cause of the problem selecting and explaining the best solution to solve the problem.
- Prepares product or service reports by collecting and analyzing customer information.
- Aiming and achieving monthly and annual target.

IndusInd Bank| Lucknow India

06/2013 - 05/2015

Relationship Officer

- Receive and respond to customer service account inquiries on account balances, transaction details, statement and fees and charges.
- Identify potential customers through databases, old calling, follow up leads and telephone/personal contacts etc.
- Derive insight to competitor's sales activities and effectively report them to the Area Sales Manager/Relationship Manager.
- To ensure that I do the documents original sighting as laid out in the original sighting guidelines of the KYC policy of the bank.
- To contact potential customers and convince them about the bank's product offerings.
- Set up periodical payment authorities on accounts.
- Identify customer needs, Handling cash transactions and cash balancing.

Rantech Business Solution| Lucknow , India

12/2011 - 05/2013

Assistant Accountant

- Monthly management account preparation
- Production of profit and loss
- To complete and maintain sales invoices and reports
- Weekly wages, petty cash and other journal posting
- Yearend audit analysis
- Maintain company ledgers and daily financial transactions

DECLARATION

I hereby declare that the above information furnished is true to the best of my knowledge and belief.