



WASIM AHMED

Business Executive | Business Development Manager

Planning | Organizing | Leading | Co-ordination | Controlling

An ambitious & optimist, Business Executive with proven abilities in local and international business development, business analysis & Intelligence, strategic planning, managing projects & Interantional assignments, improving efficiency of operations, team building and detailing project information to determine effective functions of corporate management. To quickly grasps complex concepts, analyze and interprets ideas into logical strategy based on International standards, with proven ability to bring about changes in the company growth & track the ongoing projects to optimize productivity. Capable of Managing the stringent deadlines towards clearing all bottlenecks.

PROFESSIONAL EXPERIENCE

Sr. Manager – Business Intelligence

Febuary 2013 to December 2019

GIG Holdings INC, Mumbai (India)

Managed over all business developments in the Domestic and International Market. Provide advisory on International Project finance managements, programmes for Individuals and Institutional clients. Managed complete corporate restructuring for a group in Qatar by capital fund raising and Project financing. Was involved in the development on Real Estate investment portfolio for Independent Investors, Offshore Investment companies, Corporate & MNC's and End users, in addition to serving corporate for their commercial needs in real estates.

Senior Manager

November 2010 to December 2012

SAUDI TRADING & RESOURCES CO. LTD. Riyadh – KSA

SGH is an investment holding company represented by HRH Prince Bandar bin Saud bin Khaled al Saud. SGH offers perfect platform for MNC under partnership or sponsorship in Kingdom of Saudi Arabia. As business executive was handling the group's activities to foreign entities and business houses that had focus in expanding business interest in KSA and Gulf region under joint venture. The successful business venture was made between Star Group Holding Chairman HRH Prince Bandar Bin Saud Bin Khaled Al Saud & Shapoorji Pallonji Group Chairman Mr. Cyrus Mistry (The new successor as Chairman for TATA Group in India)

Senior Associate

March 2004 – August 2010

ADA LTD. Dubai UAE

ADA is a Registered Private Boutique Investment Advisors in UAE. I was designated as a Sr. Associate into Wealth Management Division, to advise private & Institutional investors in International equity. Also assisted growing companies in raising development Capital. By approaching high net worth individuals and providing them custom made investment solutions worldwide. Supported marketing financial products through lead sourcing, customer relationship development.

CONTACT



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SKILLS

Management & Leadership

Business Operations & Strategy

Effective Communication & Delegation

Adaptability & Determination

Forward Thinking & Calculated Risk Management

AREA OF EXPERTISE

Business Development

Strategic Planning

Corporate Restructuring

Assets Management

Retail & Corporate Finance

Business Analysis

Business Intelligence

Real Estate & Assets-

Portfolio Management

EDUCATION

Bachelor of Commerce

1996

Mumbai University

OTHER

Holding D/Licence of
BAHRAIN / UAE / QATAR
& INDIA.

Date of Birth

07/12/1974

Senior Sales Manager - Asset Finance

December 1999– January 2004

Cholamandalam Investment & Finance Co.Ltd. - Mumbai, India

CIFCO A \$ 7 billion Murugappa Group Concern. Handled Asset finance for retail and Corporate Clients, Assets Finances – Car / Commercial vehicle & construction heavy moving Equipment's / Plant & machinery, effective Co-ordination with New & Existing Clients, Managing Queries and Objections, Providing Tailor made Solutions to Customers, Retail Channel Management & Development, Event Management, Advertising & Brand promotion, Indirect channel Development, Credit analysis, submitting summary support to credit manager, Automobile & Commercial vehicles dealers network tie –ups, Sub Agents marketing strategy.

Business Development Officer - Asset Finance

December 1998– November 1999

INDO-ARAB & INDO- AFRICAN CHAMBER OF COMMERCE
AND INDUSTRIES - Mumbai, India

Job Profile included Understanding & Updating Information on Middle East and African Markets providing information to exporter on Product, Prices and promotional scopes. Analyzing Phenomena of global trade, providing total information on the Global trade market trends, Inviting Export-Houses to become the members of the Chamber. Also included study of local Market, manufacturers & their marketing strategy assisting them to reach the Global Arena.

Assistant Manager - Sales & Marketing

October 1996– November 1998

JUGAL FINANCIAL SERVICES LIMITED - Mumbai, India

JFSL is a Non-Banking Financial Company (NBFC) with diversified activities in marketing like Retail Banking, Corporate Finance, & Investment Consultancy Services.

Responsibilities included Allotment of Finance to Corporate, Scrutinizing the Project proposals of Corporate. During the process of Credit evaluation, analyzed the Financial Statements in depth, Reviewed the Working Capital Ratios, Inventory and Debtors Performed Profitability Analysis by Reviewing ROI, Procuring New Business, Planning and Executing Financial Analysis and Assessing Viability of Projects, Hire Purchase of Auto / Commercial vehicles, equipment, providing additional Finance against Securities, Home Loans & Mortgages, Bill Discounting.

First batch for Standard Chartered Bank for offering market FAST - Finance against Securities.

Round Table Experience

2007 – 2010 – Kingdom Capital International Ltd Mauritius, Founder & Managing Director. Managed independently US\$25 Million plus ++ Real Estate fund predominantly invested in UAE properties and also into Indian Realty. Complete cycle of entry to exist levels investments strategy securing more over 30 - 400% profits returns annually. Investors from 45countries+ and working by close aid of 821 agents network..

1998 – 2005 Boardmember of BHIL Group / WK International – India
1997 - 2002 Director of 3 DSA for Banks & Financial Institution - India