**ABHAY TAORI**

abhay.taori@gmail.com |

Nagpur Area, India

**SUMMARY**

Utilize knowledge for the growth of society

**WORK EXPERIENCE**

**Atlantas Corporation Private limited** - Jan 2011 to Present

Vice President

* operations execution

**Gammon Corporation Private limited** - Jan 2011 to Present

Director

* Sales operation manufacturing execution

**Amtek Auto Ltd.** - Jan 2011 to Present

Vice President

* Manufacturing and Execution sales and business development

**KazStroyService** - Nov 2008 to Dec 2010 –

Director

* Personal Administration and department

**Gold Developer**  - Nov 2008 to Dec 2010

*Senior Vice President, Manager*

* Human resources a study

**Petron Engineering Construction Limited** - Nov 2008 to Dec 2010

*Director; Board Member*

* operation Personal Administration Personnel Department HR

**Flamingo Pharmaceuticals Ltd** - Sep 2007 to Sep 2008

*Senior Manager*

* personal administration and department and HR

**Vanaz Engineers Ltd** - Apr 2005 to Apr 2007

*Senior Executive*

* sales , operation , manufacturing execution

**Aben Corporation Private limited** - Apr 2003 to Apr 2005

*Manager*

* Regional, Rural Sale-sand Village Sales sales and international

**USHA ISpat limited** - Apr 2003 to Apr 2005

*Director*

* Manufacturing operation and its execution

**Essar** - Apr 2003 to Apr 2005

*Vice President, Executive,BoaRD*

* manufacturing operation and execution

**EDUCATION**

**Bhartividyapeeth Deemed University** - 2005

*Master of Business Administration (MBA) (International Business)*

**Symbiosis institute of Management Studies** - 2004

*Master of Business Administration (M.B.A.) (General Studies)*

**Ameety University** - 2002

*Bachelors of Busness Administration (Human Resources Management/Personnel Administration, General)*

**International Chartered(india) and company secretaries(INDIA)** - 2001

*Chartered Accountant (CA & CS)(International)*

**CERTIFICATIONS**

* National Institute of Technology(NIIT)
* APTECH EDUCATION

**SKILLS**

* Microsoft Office
* Analysis
* New Business Development
* Social Media
* Marketing Strategy
* Team Management
* Management
* Business Strategy
* Business Development
* Negotiation
* Marketing
* English
* Sales
* Online Advertising
* Strategic Planning
* Social Media Marketing
* Marketing Communications
* Public Relations
* Strategy
* Leadership
* Online Marketing
* Recruiting
* CRM
* Digital Marketing
* Microsoft Excel
* Customer Service
* Team Leadership
* Human Resources
* Market Research
* Talent Acquisition
* Sales Management
* Advertising
* Business Planning
* Sourcing
* Change Management
* PowerPoint
* Performance Management
* Interviews
* Account Management
* Project Planning
* Coaching
* Vendor Management
* Microsoft Word
* Organizational Development
* Consulting

Curriculum-Vitae

ABHAY KUMAR TAORI

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#### excellence and growth

Objective -

**development with a company for strategic growth of society**

# Summary of Experience

* **Petron Civil Engineering Pvt. Ltd-** Corporate Office; Chembur Mumbai –-from 18-11-08 – 12-08 -10

**Deputy Manager- Business Development- Petron Civil Engineering Pvt. Ltd,**

* Responsible for business development of Multinational KSS-Petron group – a
* Construction Giant for International and National Construction/EPC projects. Group’s turnover is more than 1 billion US dollar
* **Areas of Kazstroy Group Company’s - Group Employees Strength-– More than 2000 on roll & about 45000 on Contracts**; *Mega International Projects in above areas*
* Projects in Cement, Steel, Refinery, Oil, & Power.
* TRNKK projects in Infrastructure Sectors – Water, Railways, Roads, Flyovers
* Bridges, Ports, Cross- country Pipeline, LNG terminals; Office Building Complexes & Residential Building Complexes, Mega IT Parks
* **Vamech**; **Vapi, Gujarat - A decade’s old company in various services solution; Gujarat, India from July 2007 to 17-11-08;**
* Initiated new areas business;
* Executed business process model;
* Located sectors in lead generation;
* Identified and enhanced sales and profit;
* Enhanced development program and various activities
* Source and co-ordinate for allied services and promotion;
* **Assistant Manager, Corporate International Division, Kirloskar Brothers Limited, A leading organization in building global water business solution; Pune, Maharashtra (India) – July 2005 to July2007;**
* Co-ordinate with embassies as new initiative for new market development across the globe;
* To understand the market behavior / competitors formulate strategies in brand building;
* Evaluate, Identify and Deploy agents/distributors in various sectors for different product categories across the globe;
* Identify world/institutional financial bodies in various sectors for projects/tenders as new market development;
* Country analysis / Merger and Acquisitions;
* Build and maintain Customer Relationship Management (CRM);
* Handle, Plan and Execute training program for International Clients;
* Commercial/Financial aspect related to the International Competitive Bidding (ICB);

**Two years in International Marketing viz. Asia, Europe, Americas and Africa;**

* **Market Exploration & Initiated for export marketing;**
* **orders & Execution;**

# Qualification

# Post Graduation -

* **Degree - Master in Business Administration, Bharti Vidyapeeth Deemed University, Pune, Maharashtra (India)-2005**
* **Symbiosis Institute BM – Masters in Business administration, PUNE, MAHARASTRA – 2003 -2004**

# Graduation -

* **Degree – Bachelors in business administartion, Maharishi College of Natural law, Utkal University, Bhubaneswar, Orissa (India)- 2002**

**Present CTC— Rs 10lac/annum**

# Project / Market Survey

# Summer Training

* **Analysis with Commercial activities in International Sales viz. export documentation, duration 150 days in KSB Pumps. Pune, Maharashtra (India);**

# Market Survey

* **To Study Supply Chain Management (SCM) with reference to Hindustan Lever Limited (H.L.L.);**
* **To Study Corporate Social Responsibility (CSR) with reference to Business Ethics viz. Tata, Birla ,Hinduja,Reliance,Godrej,Amtek,Kirloskar;**
* **To Study and understand Human Resource Policy viz. Birla Group;**

**On Job Training**

* **Interpersonal Relationship Management Skills;**
* **Seminar on Community Independent States (CIS Countries) by MCCI;**
* **Workshop on International Business;**
* **Workshop on Business Etiquettes with reference to Business Ethics;**
* **Workshop on Leadership Skills by Confederation of Indian Industry(CII);**

### Software Skills

* **M/S Package**
* **SAP Applications / End User (SD Model)**
* **Enquiry / Offer;**
* **Order Creation / Status;**
* **Billing / Invoices;**
* **Recovery;**

# Interests / Activities

* **Music;Traveling;Reading**

# Additional Information

**Date of Birth: - 28th February 1981**

**Passport No.: J0501702 dated 11-06-2010. Valid up to 10-06 -2020. Place of Issue New- Delhi, India**

*\*references and passport documents to be submitted on request*

* Over 7 years of experience in Sales, Marketing, Business Development, Sales Promotion
* Capacity to work under tight schedules and liaising effectively with people across hierarchical levels in an organization for smooth project execution
* Hands on experience in exploring and developing new markets, appointing channel partners, accelerating growth & achieving desired sales goals
* Highly successful in building relations with upper level decision makers, seizing control of critical problem areas and delivering on client commitments.
* Gathered a fair understanding of defining, developing and delivering the strategy as well as implementing the annual plans and tactics to deliver the business objectives.
* Adept at working and performing under demanding work environments, meeting deadlines and steering the organization to progress and profitability
* An effective communicator with excellent negotiation and persuasion skills; possess strong analytical and troubleshooting skills

**CORE COMPETENCIES**

**Sales Operations Business Development International Marketing Client Relationship Management**

**ORGANISATIONAL EXPERIENCE**

**Since Jan’11 Amtek Auto Group, New Delhi as Deputy Manager (Marketing)**

**Key Result Areas:**

* Successfully mapping the markets like global markets;
* Conceiving and implementing short and medium-term business plans for international / domestic marketing effort of the company
* Making the sales operation most effective in terms of profits, revenues and costs; establishing result driven sales systems and processes at dealership or distributor end
* Identifying and analysing new markets for existing product range and expertise of evaluating and appointing new channel partners in such markets
* Keeping an eye on international business operations for assigned region; implementing sales promotional activities for brand building
* Managing international sales, conducting detailed market study to analyse the latest market trends and tracking competitor activities and providing valuable inputs for fine tuning the selling and the marketing strategies
* Identifying and developing potential clients in international market; tapping profitable business opportunities and position products as per market needs

**Sep’10 – Dec’10 Vanaz Engineers ltd Pune , Maharastra(INDIA)**

* Holds the merit in initiating:
  + New areas business
  + Business process model
  + Lead generation
* Effectively identified and enhanced sales and profit , development program and various activities.
* Sourced and co-ordinated for allied services and promotion

**Nov’08-Aug’10 Petron Civil Engineering Pvt. Ltd., Chembur, Mumbai as Deputy Manager (Marketing & Business Development)**

**Key Result Areas:**

* Accounted for business development of Multinational KSS-Petron group – a Construction Giant for International and National Construction/EPC projects. The Group’s turnover is more than 1 billion US dollar Stationed at Corporate Office. Chembur, Mumbai Areas of Company’s operation
* Distinction of monitoring:
  + - * EPC projects in Cement, Steel, Refinery, Oil, & Power.
      * EPC projects in Infrastructure Sectors – Water, Railways, Roads, Flyovers, Bridges, Ports, Cross- country Pipeline, LNG terminals, etc
      * Office Building Complexes & Residential Building Complexes, Mega IT Parks
      * International Projects in above areas.
* Mentored & monitored a team of more than 2000 on roll & about 45000 on Contracts

**PREVIOUS EXPERIENCE**

**Jul’07-Nov’08 Vamech Pillar Seal Pvt. Ltd., Vapi, Gujarat/Mumbai as Marketing Professional**

**Jul’05-Jul’07 Kirloskar Brothers Limited, Pune, Maharashtra ( International ) as VP, Manager**

**IT SKILLS**

* **MS Office**
* **Internet**

**EDUCATION**

1. Masters of Business Administration ( INTERNATIONAL BUSINESS ) from Bharti Vidyapeeth Deemed

University, Pune, Maharashtra

2002 Bachelors of Commerce from Maharishi College of Natural Law, Utkal University, Bhubneshwar, Orissa

**PERSONAL DETAILS**

Date of Birth: 28th February 1981

Address: VATIKA SOHAN RAOD, Gurgaon-122002 Haryana, India

Languages Known: Hindi