

CURRICULUM VITAE

Name: **DHINESH KUMAR SOUNDARARAJAN** P.O. Box No: 512 Mobile Phone: 00968-72784683 Address: Al Seeb Muscat, Oman Email: <u>dhidhinv157@gmail.com</u>

CAREER OBJECTIVE:

Passionate Foodservice Industrialist Worker with a 12 years' experience in the GCC market, seeking a leadership position that I believe would match my quality and skills as per my qualification and experience. Facing new challenges and looking to join a progressive organization that has the need for a professional and offers opportunities for advancement where I can successfully use knowledge and skill acquired with total commitment to the job assigned.

EDUCATION QULIFICATION:

- **BBA** Bharathidasan University, Al Ain, UAE (First Class June 2011)
- CBSE+2 Indian School, Al Ain UAE (First class March-2008)
- CBSE 10th Global English School Al Ain, UAE (First class (March 2006)

KEY SKILLS:

Communications

Strong in self-correspondence. Expert in tailoring information for specific reports (*Six Languages including Arabic*)

Customer service & Relations

Experienced in dealing with customers, handling client queries, responding to queries and providing feedback to management.

Computers and Internet

Wide-ranging familiarity with computing skills such Oracle JDE, WMS, SAP and Tally

<u>General</u>

Reliable, creative problem-solver. Always trying to make things better. Effective under pressure.

EXPERIENCE:

Business Development Manager – MasterChef Foodservice Company L.L.C (Dec 2018 – Dec 2022, Abu Dhabi / Al Ain Foodservice Division)

Job Profile: -

 \checkmark Responsible for growing foodservice volumes, budgets in designated region and establish an annual business plan based on the strategies and goals of the company

✓ Develop, Train and support the Sales Team to success on sales plans, Strategies goals, manage product pricing and brand positioning, according to channel-specific pricing strategy set from the company

 \checkmark Work in field with Sales Team and commercial Category Managers to develop relationships and collaboration with Key Executive Chefs or Key Decision Makers in all Key Accounts

 \checkmark Responsible for achieving sales target and handling a team of sales force through maintaining working knowledge of Key products and Brands and market management

 \checkmark Manage KPI results on monthly Basis and arrange monthly sales meetings with team to review on the achievements and results

 \checkmark Develop and implement company's policies and procedures for operations and oversee all imports, Local Manufactures and Locals Brands

✓ Manage the entire customer service processes such as Customer Registrations, Payments, Order Bookings, Dispatches, Deliveries and customer complaints management

 \checkmark Manage complete operational requirements in terms of accounts, supply chain, HR, Sales and Administration

 \checkmark Responsible for Top Line and Bottom line of the company for developing Distributions network and reach as per strategic roadmap

 \checkmark Meet weekly, monthly, and annual sales quotas through the successful implementation of sales and marketing strategies and tactics.

 \checkmark Train, manage and motivate Sales team and maximize volume and revenue in key assigned Food Service accounts

 \checkmark Ensure Adequate Coverage of Territory with Regular/Timely customers Visits

Key Accounts Manager - Chef Middle East LLC (May 2015 – Dec 2018, Foodservice Division-Al-Ain Region)

Job Profile: -

 \checkmark Handling the Hotels, Catering, Wholesalers, Restaurants and QSR and working closely with all Executive Chefs or key Decision makers

 \checkmark Maintain Customer Account in Good Standing – Collections, Returns & Credits, and Obtaining deposits and balance of payment from clients.

 \checkmark Responsible for achieving sales target and Take Sales Orders and provide necessary information (Price, Stock, Product, Deals and Promotions) and maintain regular contact with customers.

 \checkmark Product launch with various samples testing and tracking of the product growth in the region.

 \checkmark Manages a geographical sales territory ensuring that independent and regional account business is developed and budgeted sales and profit objectives are achieved.

 \checkmark Communicate and collect accounts receivable as necessary, working with the credit department and client; collect all balances due based on approved credit terms.

 \checkmark To find a solution for sudden problems due to delay in shipments, establish the request and requirement immediately

 \checkmark Plan the most productive use of time for ensuring maximum turnover and profitability at the least cost

 \checkmark Builds business through support of company branded product, managing pricing and monitor credit term compliance and developing the prospect clients and maintaining current existing customers

 \checkmark Product launch and tracking of the product growth in the region and keep effective records for future planning and future servicing

 \checkmark Plan the most productive use of time for ensuring maximum turnover and profitability at the least cost.

✓ Keep Information on Competition & Competing Brands and update the Management/Supervisor.

Key Accounts Executive in Transmed Overseas Incorporated SA.UAE (Dec 2008 – April 2015, Foodservice Division-Al-Ain Region)

Job Profile: -

- ✓ Handling the Hotels, Catering, Wholesalers, Restaurants and QSR.
- ✓ Working closely with all Executive Chefs or Decision makers
- Implementing promotional activities and negotiate and sign up the contracts.
- ✓ Responsible for achieving sales target
- ✓ Handling a team of sales force

- Product launch with various samples testing and tracking of the product growth in the region.
- ✓ Support the sales force for target achievements.
- Product launch and development (Listing and following)
- ✓ Create effective contact at all levels and effective communication between customers & company
- ✓ To find a solution for sudden problems due to delay in shipments, establish the request and requirement immediately
- Plan the most productive use of time for ensuring maximum turnover and profitability at the least cost
- Developing the prospect clients and maintaining current existing customers.
- ✓ Promote company's high image with the trade and consumer
- ✓ Keep effective records for future planning and future servicing
- Plan the most productive use of time for ensuring maximum turnover and profitability at the least cost.

ACHIEVEMENTS:

- ✓ Awarded Best AE of the Quarter in TMD Foodservice Abu Dhabi Region
- ✓ Texas Beef Master Chef Seminar with UAE Chefs (Texas Beef Council)
- ✓ Awarded in Guinness World Records of Chefs gathering in UAE
- ✓ Completed Foodservice Culinary Academy with Transmed UAE

PASSPORT DETAILS:

- 🖊 Passport No 👘 : Z3849441
- 🖊 Visa Status 🛛 🛛 : Residence
- 🖊 Place of Issue 🥂 : Oman

PERSONAL PROFILE:

- 🖊 Nationality 🦳 : Indian
- 📥 Sex : Male
- ↓ Date of birth : 27 November 1989
- 🖊 Marital Status 🛛 : Married
- 🖊 Languages 👘 : Arabic, English, Hindi, Malayalam, Tamil, and Urdu
- 拳 Holding UAE, Oman and International Driving License

DECLARATION

I Declare that the information given above is correct to the best of my knowledge and belief