






RAJEEV NAGPAL

Group Business Development Head
AL Namal & VKL Group of Companies

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An Enterprising Leader & Planner with a successful record of contributions in Planning & Driving Business , Specialized in Startups and Ailing Business turnarounds, Skilled to Conceptualize business & transform with change management. Targeting TOP Management assignments with an organization



Learning Across Assignments

Strategic Planning	Business Management	Manpower Planning	Retail Operation
Sales & Marketing	Finance Control	Finance & Budgeting	Training & Talent building
Project Management	Inventory management	ERP roll out	Business Analytics
People management	KPI Designing	Business Development	Sourcing
SOP Design & rollout	Forecasting	Business Viability	International Marketing



Career Timelines



1995—1999

Sales Officer

1999—2003

Sales Exec

2003—2006

Area Manager

2006—2006

Regional Manager

2006—2009

Deputy General Manager



2009—2010

Deputy General Manager



2010—2014

Retail Operation Head



2014—2017

Business Head



2017 to date

Group BD Head



Notable Accomplishment

Al Namal Group: Introduced new concept to the group FEC category by the name of Rollin Pins this is new line of Business for the company, Introduced and Implemented new ERP system for the Middle East Hospitalwork in progress in two new business ventures one an International school and another in Rehabilitation hospital.

Jasmis Corporation: Turned around the Distribution business from negative to a positive P&L, and tripled the turnover in 18 months. Introduced 3 new Product lines for the business. Introduced & Implemented the ERP system in the company.

Landmark Group: Turned around 3 lines of business from Red to Black, Electronics, food and beverage, value fashion & footwear. Improved the overall company's bottom lines by double by effectively managing Inventory, Manpower (1100 staff) , Retail Density (626K sq ft) , store output (64 large format stores).

Future Group: Recognized as the most profitable and the best inventory effective zone in Handset Business in the country was promoted and made the retails & inventory head in the company, to lead the other zones to enhance productivity.

Nokia: Brought the territory (Haryana) from 20K handset sales to 90K handset sales per month within a span of 2 years.

Titan: Winner of the Bharat Ratna Award from Titan which was for recording the Individual highest sales in the country and being part of the best team in the country.



Work Experience

November 2017 to date

Company: **Al Namal & VKL Holdings**

Job Role: **Group Business Development Head**

Reporting to: Chairman.



Company Profile: Al Namal Group is a business conglomerate in the kingdom of Bahrain with interests of business such as Construction, Hospitality, Real Estate & Infrastructure, Investments & property developments, Marine Dredging, Oil & Gas, Education & Healthcare, Interior design & Contracting, Alternative energy & Solar Power. Turnover \$ 1000 Mil, Number of employees 4000+ spans across Bahrain, India, Saudi Arabia & Georgia, currently looking at Azerbaijan & Sri Lanka to start their Business.

Job Role: To give strategic direction to the Healthcare, Hospitality and FEC business. To develop New concepts and Business divisions. As a Group Business Development head the job role requires studying new lines of Business, do research on the same and bring out Viable Business ventures for the group. Part of the responsibility is also to drive the existing lines of business of 2 number of 4 star deluxe Hotels, 3 Hospitals & 2 Malls on a day to day basis with complete P&L responsibility. Currently developed a new line of Business of an entertainment center in a mall and an F&B outlet from a scratch. Ongoing work in progress is a 2000 students

June 2014 to date

Company: **Jasmis Corporation**



Job Role: **Business Head & Group Coordinator concept & Project.**

Reporting to: CEO.

Company Profile : Established in 1986, Jasmis corporation has a chain of Fast food, Casual Dining, and fine dining outlet in Bahrain and Saudi Arabia. The company has also Expanded itself into Construction, Kitchen equipment's and packed food & commodity products business. Turnover touching over \$ 50 Mil, has around 1500 Employees. The company is in an ever expanding mode, with currently Expanding its franchisee operation in Saudi, Kuwait, Qatar & Abu Dhabi.

Job Responsibility : Give a strategic direction to the company on growth. Streamline business & develop teams to handle complex environments. Spearhead departments like operations, IT & Project management, Property acquisitions, HR, Training to grow to the next levels of compe-

April 2010 September 2013

Company: **Landmark group**



Job Role: **Head of Operation**

Reporting to: Territory head/CEO.

Company Profile: A 6 Billion dollar company, headquartered in Dubai, is into retailing of Apparels, footwear, consumer electronics, cosmetics & beauty products, home improvement and baby products. The group also has interests in hospitality & leisure, healthcare and mall management with more than 40 Brands, with over 55K employees .

Job responsibility: Overlooking different functions end to end as cost center, heading retails operation for the entire group with 64 stores and 626K sq ft of retailing area, controlling the warehouse operations for a warehouse size of 900K sq ft storage area, directly responsible for property acquisition for business growth , Mall operation & Facility Management for 3 company shopping mall with GLA of 450k sq ft , Training & HR (recruitments) for all departments and levels, Marketing of all brands owned by the company, Loyalty program management & analytics for in-depth knowledge of customer behavior and buying cycles, Brand management of

March 2009 to April 2010

Company: **Tata Teleservices Limited** (DOCOMO)

Designation: **Deputy General Manager**

Reporting to: **Vice president**



Company Profile: A TATA Company, into telecom service providing in India, with revenues over \$500 Mil, is into the GSM & CDMA telecom operation, tied up with NTT of Japan and launched NTT Docomo in India.

Job Responsibility: Rollout of TATA Docomo telecom service & solution across modern trade outlets and alternative channels across pan India.

To identify, integrate and operate the alternate channels of services for the voice and internet connectivity, by being the single point of contact between the operator and the vendors.

Sept 2007-March 2009

Company: **Future group**

Designation: **Deputy General Manager**

Reporting to: Business head future axiom.



Company Profile : Future Group is an Indian private conglomerate, headquartered in Mumbai. The company is known for having a significant prominence in Indian retail and fashion sectors, with popular supermarket chains like Big Bazaar and Food Bazaar, lifestyle stores like Brand Factory, Central etc. and also for having notable presence in integrated foods and FMCG manufacturing sectors. Future Retail (initially Pantaloons Retail India Ltd (PRIL)) and Future Lifestyle Fashions, two operating companies of Future Group, are among the top retail companies listed in BSE with respect to assets, and in NSE with respect to market capitalization.

Job responsibility: Business Development & Strategy planning, Heading Re-tail Operation Pan India, Strategizing marketing Activities for pan India, new store rollout, , merchandize & Inventory plan & control. Creating & Implementing the SOP across zones.



Sep'06-August'07

Company: **Future Group**

Designation : **Zonal Business Manager East.**

Job responsibility: Setting up of business in East zone, Accountable for Retail Operations in all Future group formats / Outlets, merchandize planning & buying, Manpower recruitment, vendor relationship, target setting & implementation, Training of direct & indirect report. Planning of promotion, implementation & monitoring. (16 stores), promoted as retail head & posted in HO for national role. Recognized as the best managed zone for the year 2006-07. Created the entire Merchandize Control SOP for the organization, Implemented and monitored almost single

Feb 2006-Sept 2006

Company: **Philips India Limited**

Designation: **Regional Sales Manager**

Reporting to: **Business head mobile handsets**



Company Profile: Is a Dutch Technology Company Primarily known for its Lighting, Electronics and Healthcare equipment, employing over 100K people over 60 countries.

Job responsibility: taking care of the retail operations of Philips Arena (exclusive outlet) across north India (13 stores) Strategizing for the re-launch of GSM handsets of Philips in India, played a key role in designing India specific strategy in distribution setup across north, retailer tie-ups, manpower planning and recruitment, product planning, strategizing the range plan for India.

Apr 2003-Feb 2006

Company: **HCL Infinet Ltd (Nokia Mobiles Division)**

Designation: **Area Sales manager Haryana.**

Reporting to: **Regional sales manager North India**



Company Profile: National Distribution Partner for the brand NOKIA, HCL Infinite was the sole distributor in India. All handsets imports and sales of Nokia was done by HCL Infinet Ltd.

Job Responsibility: Sales & Distribution of Nokia mobile phones for all channels of operation. Implementation of strategies laid on by management, Achievement of Primary and Secondary

Feb 2000-March 2003

Company: **Titan Industries LTD**

Designation: **Senior Sales Officer**

Reporting to: **Area Sales Manager**



Company Profile: A Tata Group Company, Into manufacturing and marketing Watches and Jewellery by the brand name TITAN & Tanishq, with turnover over \$ 3 Bil has over 7500 people workforce.

Job responsibility: Sales and distribution management, marketing implementations, new franchisee appointment, distributor & dealer network management, increase the width of distribution. Forecasting, Product planning, Competition study. Planning Beat plan for RDS sales

Sep 1995-Jan 1999.

Company: **Supreme Industries LTD**

Designation: **Sales Officer**

Reporting to: **National sales manager**



Company Profile : Supreme Industries Ltd is India's largest plastic processor Headquartered in Mumbai, Maharashtra, India. It handles volumes of over 320,000 tons of polymers annually. The Company manufacture Industrial and engineering molded Furniture products, storage and material handling crates, Plastic Chairs, Dining Tables, multilayer sheets, multilayer films, packaging films, expanded polyethylene foam, PVC pipes and fittings, molded furniture, sataranj mats, disposable EPS containers. with a turnover of \$30 Bill has over 15K employees

Job responsibility: taking care of the sales and distribution network for the 7 states of north-east. Increasing dealer base, attending government tenders, liaison with the government depts. for business development. developed the entire 7 states of North east, build the territory from \$40K to \$ 7 Mil turnover with dealer network in all 7 states namely : Assam, Megha-



Educational Qualification

Bachelor of Commerce : Calcutta University

Post Graduate Course : Indian Institute of Management Ahmedabad

Institute of Management New Delhi



Personal Details

Date Of Birth: 24th day of August 1973

CPR No: 730840441

Passport No: Z2106105