



**NAME: Asif Ali Tambuwala**  
Consulting COO

#### PERSONAL DETAILS:

Cell: +91 9822433114

Email: asif0610@yahoo.com

#### CORE COMPETENCIES:

Strategy & Planning  
Project Management  
Process Implementation  
Site Build, Budgeting  
Capacity Analysis  
Governance, Risk & Controls  
Stakeholder Management  
Vendor Management

#### WORK EXPERIENCE:

**Since Sep'17** – Panama Group of Companies: **Consulting COO**

**Mar'17 – Aug'17:** Oxford Group of Companies: **Director Operations & Sales**

**Nov'14 – Mar'16** : Lushlife Landmarks : **Associate Director – Operations**

**Nov'13 – Oct'14:** Phoenix Group : GM – **Operations, Sales & Marketing**

**Jan'09 – Oct'13:** PRA Realty: **GM – Operations & Sales**

**Apr'07 – Dec'09:** Cushman & Wakefield India : **Manager - Operations, Sales & Mktg**

**Mar'04 – Apr'07:** Aviva Global Services: **Head – Resource Management**

**Mar'03 – Mar'04:** Sarovar Park Plaza Group: **Manager – Operations, Sales & Mktg**

**Apr'01 – Mar'03:** Turner International (An AOL Warner Brother Company): **Executive (West)**

#### PROFESSIONAL SUMMARY

Over 25 years of experience in Business Operations, Project Management, Resource Management, Capacity Analysis & Optimization, Process Improvement, Budgeting, Operations Planning & Governance, Risk and Controls. Efficient and strategic planner with strong interpersonal skills and well-developed Leadership qualities. Skilled in developing and implanting project plans, managing project scheduling and development, engaging the right resources and providing budgeting and expenditure reports. Ability to lead cross-functional teams in order to identify program capabilities, assess resources, and collaborate with vendors and stakeholder ensuring projects delivered on time and within scope of budget. Exceptional consensus building, negotiation and interpersonal skills, analytical mind and comprehensive problem detection/ solving abilities.

#### CAREER HIGHLIGHTS

##### Real Estate

- Been Part of this Industry since 2007, holding leadership positions to facilitate and influence employee behaviour and achieve focused goals.
- Engaged in PE funding to ensure large projects are executed and delivered successfully.

##### Turner International Limited (An AOL Time Warner Company)

- Influenced the Zee Network - Turner alliance and was instrumental in changing the Cartoon Network channel to a local language in India.
- Overall Sales Management and Debtors control in the Western region for HBO, Cartoon Network, and CNN News.

##### Norwich Union (AVIVA GLOBAL)

- Was part of the core team to migrate 2300 seats from UK to the Indian sub-continent resulting in employing 6500 FTE's across Exl, WNS and 247.
- Set-up / stabilized Travel function catering to 800+ unique visitors from UK. Facility and vendor management as part of the infrastructure team.

#### KEY DELIVERABLES

**Responsible for all Project deliverables** i.e.: Revenue Management, Financial Management, Processes and Systems, HR, Communication, and Procurement. **Set up the process and systems** to launch large Townships.

Researched and **analysed the financial markets** to set up high end projects. **Marketed and transacted in multiple international markets** such as Singapore, Muscat, Dubai and Indonesia.

**Mitigating revenue risk** in a speculative market by forecasting the economy

**Ensure SLA compliance** by regular quality checks and reviews.

**Interact with the BU's** on a regular basis to **determine the level of satisfaction & ascertain areas of potential dissatisfaction** and Manage customer relationships on an on-going basis.

Responsible for the **Management of project resources** ensuring that **budget and schedules are adhered** with.

Systematic distribution of tasks and **resolve issues/conflicts and govern the business** with a discipline.

**Detailed governance between Investors, engineering teams** and ensuring that incomes are worked in absolute sync

Responsible for the overall project **Communication plan** and manage relationships with internal and external stakeholders.

Review key MIS, **identify areas of non-compliance & evaluate options** to address the same.

**External stakeholders' (Clients') expectations are mapped** and delivered within a legally stipulated period of time.

**Legal**, acquisition and Liasoning.

**Empanelment of Contractors** and Vendors

**Ensure adequate staffing** based on process requirement, attrition trends, process complexity etc  
Demonstrate strong customer service ethic in the team **through active communication, regular updates & meetings**

**Set up a MIS system** to be submitted weekly to the fund affiliates in USA and India.

**Keep up to date on issues and trends affecting business related compliance** and statutory norms in countries of operations and ensure that standards and norms are used to the organization's benefit.

**Setting up the advertising process** and strategically positioning residential projects.

**Liasoning all creative jobs and media / PR plan** for projects and **evaluating correct positioning** of the project.

## PREVIOUS EXPERIENCE

**April'1992 – March'2003 :**

- Been part of the Service Industry for 12 years namely Hotels, Airlines, Global Travel facilitators and the FMCG.
- Responsible for Business Development, Product Positioning, Marketing and setting up offices in potential cities across India.
- Worked with firms like Sarovar Park Plaza Group of Hotels, SITA World Travel (India) Ltd, Damania Airways/ Agritech Hatcheries & Foods Ltd.

## PREVIOUS ACHIEVEMENTS

- Achieved business volumes and escalated branch profits to 48% at Sarovar Park Plaza
- Instrumental in up scaling profits by 28% at SITA World Travel (India) Ltd.
- Set up the Aurangabad branch operations from scratch involving Administration, Recruitment and acquiring licenses and approvals from the airport authorities at Damania Airways/ Agritech Hatcheries & Foods Ltd.
- Played significant role by adopting mapping technologies and innovative route plans for diversifying in Egg Powder and Poultry derivative products.

## EDUCATIONAL QUALIFICATIONS

- Leadership and a Strategic Management Course from IIM, Bangalore in 2007. This covered employee engagement, Managing attrition and strategic planning
- Commerce Graduate from Pune University – 1995
- A certified Life Coach Graduate from the Symbiosis Coaching Institute, USA which is the extension of the International Coaching Federation in October 2016. This education encompasses Leadership Coaching, Executive Coaching, Stress Management, Performance Coaching, and Business Coaching

## INTERESTS

- Life Coaching & Reading

## EXTRA CURRICULAR ACTIVITIES

- 500+ hours of Life and Executive Coaching completed
- In the above hours, coached MDs, Entrepreneurs, Professionals and Students