

CURRICULUM VITAE

Monsse Cherian Varghese

P.O. Box 56054 • Deira, Dubai, U.A.E.

+971-588608524 • monssev2022@gmail.com

OBJECTIVE

To be part of an organization where my professional experience and promised ability can be utilized to achieve what is set to be the core requirements thus interpreting my role in the making. I carry a strong determination and eagerness to extend my career by sharing all the competence and interpersonal skills that I have progressively asserted over the time.

QUALIFICATIONS

- Acquired 10 years of diverse work experience at senior levels in local and global corporate management while demonstrating leadership with managerial attributes and accomplishments towards all related business operations.
- Co-managed a team specialized in the sectors of product design & development and product marketing & sales.
- Gained strategic planning attributes and tactical decision making abilities in handling risk and unpredicted professional challenges.
- Attained the capability to allocate resources and maintain / control budgets to significantly maintain schedules in order to meet rigid disciplines, benchmarks and deadlines.
- Earned effective interpersonal written / oral communication skills enhancing overall business and client relationships.

PROFESSIONAL EXPERIENCE

L.T. ASSOCIATES (THE THEKEDAR)

Operations Manager – (Products and Services)

New Delhi, India

Sept 2019

to

June 2022

- Improvised the company's business model and structured the base operations towards a sustainable and reliable growth.
- Forecasted sales threats / operational risks and provided critical resolutions in the direction of reviewing to renew the company's policies.
- Assessed business performance and capital feasibility in accordance with the current market and client requirements. Consequently implemented strategic and financial planning at recurrent intervals.
- Controlled resource procurements and prioritized its allocation to comply with all project schedules and budgetary constraints.
- Handled vendor management / logistic control and performed issue tracking actions in advance to bridge the gaps of supply chain bottlenecks and inadequacies in the product's quality.
- Streamlined administration operations to cut expenditures and thereby optimized internal business practices and processes for a better return on investment.
- Demonstrated team management and leadership qualities to recognize and appraise performance improvements thus strengthening team's confidence benefiting with productivity, efficiency, competency and coherence.
- Exercised marketing communications and activities across external channels and digital media in alignment with the current industry trends and standards.
- Maintained sturdy partner and client relations and services at both residential and commercial levels for continuous prospects and profitable business ventures.

RAK CERAMICS

Executive – Product Development and Innovation (Marketing Dept.)

Dubai, U.A.E.

May 2011

to

May 2019

- Assisted in the new development of tiles and big slabs with the involvement of technician teams from Spain and Italy and expanded the marketing reach of the newly produced products into emerging digital and online platforms.

- Coordinated with sales towards new product launches and awareness while conducting exclusive showroom-product displays and showdowns, catalogue portfolios and related marketing activities.
- Facilitated the (In-house) graphic designs planning and advancements based on the market demand in association with the requests from customers, corporate clients, dealers, designers, consultants and project architects.
- Associated with several Italian design studios for their graphic proposals and reviewed, validated and selected the ones for corresponding procurements based on the diversely changing and growing design trends globally under stern price negotiations to sustain with the marketing budget.
- Instigated and contributed to upsell renovated sku's upon feedback from all post international launch events & exhibitions to extend the brand's performance.
- Strategically introduced new promotional campaigns on regular intervals by bundling non-selling and overstocked products together and creating a concept of mix and match contributing to an added revenue factor and advantage.

Sales Executive (former) - French Marketing & German Exports

- Managed corporate sales activities over a part of the most dominant and competitive European sector while handling high volume project orders across competitive timelines and quality platforms.
- Exercised regular budget analysis; sales forecasts and further assisted to examine the market's performance to accordingly optimize all the business processes involved.
- Improvised sales performances through analyzing the market potential whilst structuring and deciding the price factor for a confirmed sale closure at benefitting rates.
- Maintained order accounts and business/ communication relations with the priority customers under territorial marketing and consultative selling skills (based in Germany, France and Netherlands).

DELL

Customer Support Executive – Dell R&R Team

- Handled the top clients with their query, feedback and assistance needed while demonstrating administrative information and management skills by providing customer delight related to the problems linked with technical, finance and sales.
- Successfully communicated with the American onsite vendors and logistics deriving a third party market information (involving product / service performance) and marketing forecast as a part of Dell's third party research and data analysis.
- Supervised in-house trainings for the team and conducted trainings on newly launched products and operations updates.

Bangalore, India

Sept 2006

to

Oct 2007

EDUCATION

LIVERPOOL JOHN MOORES UNIVERSITY

in Masters in Business Administration

Concentration in Marketing and Business Analysis

- Dissertation in 'Consumer Behaviour at used car dealerships in Fazakerley'

Liverpool, England

Jan 2009 - June 2010

180 Credits, Level M

Grade 62

GARDEN CITY COLLEGE

in Bachelors in Computer Applications

Bangalore, India

July 2002 - April 2005

ST PAUL'S SCHOOL

in Commerce

New Delhi, India

May 2002

SKILLS

Computers: Knowledge of SAP / CITRIX and main applications in PC and MacOS formats including Microsoft Office (Excel, Powerpoint, Project and Word).

Languages: Fluent in English, Hindi and Malayalam.