



ENRICH RESUME

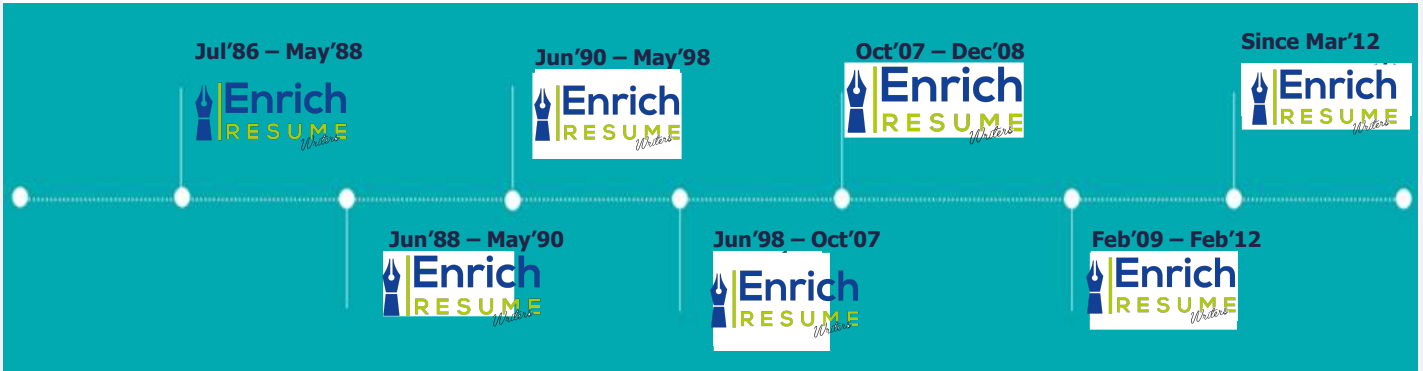
Business Vision & Roadmap | P&L Owner | Business Head

Specialties Strong leadership skills - capability to define the business problem from a consumer lens and catalyze cross-functional teams to deliver end solutions.

Highly accomplished professional, offering 24 years of national & international experience across Sanitary Ware/ Building Material; targeting senior leadership assignments as **CEO, CXO, and COO** with an organization of high repute.

<https://www.linkedin.com>

Calendar Career Timelines



Key Impact Areas

Strategic Planning & Leadership

Business Transformation

New Client Acquisitions and Deals
Key Account Management

Process Improvement (Thought
Leadership/ Reengineering)

Sales & Marketing

Business Expansion

Organizational Restructuring

Operational Excellence

ROI Accountability

Strategic Alliances & Partnerships

Distribution Management
Sourcing/SCM

Key Account Management

Team Building & Leadership

Brand Visibility & Awareness

Key Skills



Executive Profile

- A strong visionary with **verifiable year-after-year success** in enhancing **organizational reach and market share** through the application of robust strategies, effective pricing and excellent client relationship management
- Keen analyst with proven contribution in investment estimation & analysis, analyzing risk, projecting **P&L & cash flow** of business over long-term, deriving returns under various financing options; thereby leading to **high ROI**
- Strategic Alliances: Leveraged **entrepreneurial ability** and skills in translating corporate vision, to overcome complex business challenges & deliver on high-impact decisions
- Keen strategist with expertise in managing **entire operations** and ensuring optimal utilization of resources
- Thought Leadership: Expertise in **turning around underperforming business** and enhancing the value of operating business units through process improvements focused on sales & best practice identification and implementation
- Pivotaly streamlined the **dealer/ channel partner network** which was widely and thinly spread across the country; implemented a focused network strategy and plan