

Name

xxx@gmail.com | +91 xxxxx xxxxx | LinkedIn: [xxxx](#)

Photo

CEO | SENIOR MANAGEMENT EXECUTIVE | BUSINESS STRATEGIST

Record of building sales, reducing expenses, increasing profits, restructuring and energizing organization

Accomplished, results-driven senior management executive with 25+ years of progressive experience in managing property development and real estate groups. Creating and executing focused growth strategies includes heading turn-around of the existing business and driving multibillion AUD revenue growth and management of 7,583 stakeholders for Australia's leading investment companies. Expertise in streamlining business operations, with profit and loss responsibilities, and handling business change impact, business readiness, broadening market penetration, defining SLAs and KPIs for sustained growth. Significant emphasis on customer satisfaction, service quality, and team building. Creative individual with an ability to think "outside the box."

PROFESSIONAL VALUE OFFERED

Strategic, Vision & Mission Planning	Business Growth Strategies	P&L Accountability	Startup & Turnaround
International Sales & Operations	Niche Market Identification	Brand Building/Management	New Business Establishment
Multicultural Business Relations	ROI Analysis and Budgeting	Market Penetration	J.V/Strategic Alliance
Client Relationship Management	Team Building/Management	Training & Mentoring	Resources Optimisation

PERFORMANCE MILESTONES

- Honored with a high achievement award in 2015-2018 for increasing annual revenue by 55% to AUD 5.18 billion
- Provided the general management direction that accelerated profitability by 46% in 2017-18 financials compared to 2016-17 FY
- Developed strategy and healthy working culture and succeeded in retaining highly efficient staff and mitigating staff turnover by 32% and 34% in 2017 and 2018, respectively
- Provided leadership and vision as a corporate ambassador and created a new business relationship with many countries, including Australia, China, Hong Kong, India, and Singapore, grew sale book margin from 1.6% in 2013 to 5.1% in 2018
- Won big applauses and a high achievement award in 2010-2013 for repeatedly producing unprecedented revenue, profit, and business growth objectives and increasing the market share by 11% YoY

CAREER PROGRESSION

Chief Executive Officer (CEO) | Name of the co. | since Aug 2013

A leading private entrepreneurial Australian organization, providing investments in property developments, commercial-residential real estate, construction, financial investments, and superannuation funds, with 27 corporate offices in major Australian cities. It has employed 7,583 stakeholders with an annual turnover in excess of AUD 5.18 billion.

- Directed and managed a big team of 7,583 employees to develop business and capture leadership position in the market
- Initiated and conducted extensive factual and expert research that led to creating, introducing and providing a strategic vision for innovative investment strategy, called "The superannuation investment funds" to the Board of Directors
- Created a new top management team by enhancing employment from 5,322 to 7,583 in 2013-present (43% increase) through the effective selection of stakeholders of exceptional expertise
- Restructured the company's operations to be more sales focused by establishing 7 corporate branch offices with selected stakeholders across major cities of Australia, including Brisbane, Gold Coast, Sydney increasing market share by 19%
- Turnaround the organizational system by developing and implementing ERP software, augmenting staff efficiency by 21%
- Transformed and increased efficiency, and performance of the organization by ensuring compliance with regulatory authorities' guideline, i.e. ISO 9001:2015, ISO 14001:2015, ISO 45001:2018, ISO 22301:2018, AS/NZ 4801:2001 and OHSAS 18001:2018

Chief Executive Officer (CEO) | Name of the co. | Jul 2007 – Aug 2013

A private company preeminent across Australia in property developments, commercial-residential real estate investments, construction, financial investments, and import-export. A reputable organization with an annual turnover of AUD 1.97 billion, 5725 stakeholders and 15 corporate offices across Australia.

- Guided and mentored a team of 5,725, including 25 Managers as direct reports, to successfully manage the operations while ensuring compliance with regulatory authorities' amendments, such as ISO 9001, ISO 14001, and AS/NZ 4801:2001
- Developed and implemented an international growth strategy which has increased annual revenue by 52.71%, and annual profitability by 41% in 2012-2013 financials, compared to the previous year
- Developed an international alliance with Australia, China, and India, delivering over AUD 20 billion in annual sales
- Established new recruiting & training procedures, radically raising headcount from 4,147 to 5,725 (38% increase) in 2007-2013
- Succeeded in achieving 8% international market share by opening 3 corporate offices across Brisbane, Victoria, and Sydney
- Created and improved shareholder value in various fields that included financial investments, property developments, real estate investments, and imported-exported construction materials through effective strategies

- Introduced Six Sigma, performance and quality gap analysis, 360-degree feedback analysis, TQM, and continuous improvement strategies for better operations, that increased competency level of the team by 18% and customer satisfaction ratio by 21%
- Developed strategy to import building materials meeting Australian standards at lower buying costs, propelled the profit by 12%

General Manager and Business Development Manager | Name of the co. | Jan 2003 – Jul 2007

It is one of Australia's largest real estate groups, engaged in the business of providing investments in property developments, commercial-residential real estate, and business franchising, with over 300 corporate offices in the major cities of Australia. The company employed 13,000+ people, with an annual turnover in excess of AUD 39 billion.

- Propelled annual sales by 25%, and profit by 11% in Victoria, Australia alone during a phase of company expansion in 2006-2007
- Advanced the performance and productivity by 35% in 2005-2006 with the introduction of the 360-degree feedback system
- Redefined strategies and increased customer satisfaction level by 20% upon analysis of financial data and operation reports
- Diminished franchisor & franchisee risks by 18% by enforcing compliance with Australian franchising laws and other policies
- Augmented distribution network by 12% by creating awareness of consumer buying behaviors, and in-market competition data
- Boosted ROI by 16%, expanded a market that positioned the organization for continued sustainable growth
- Won Top Performer Award for accomplishing profitability forecast, and revenue goals set by top management for 2006-2007

General and Marketing Manager | Name of the co. | Jun 2000 – Jan 2003

A preeminent Australian firm in real estate investments, property developments, construction, importing building materials and exporting livestock. It employed 1,511+ stakeholders and has an annual turnover of AUD 825 million.

- Accelerated annual sales by 32.85% and profit by 8.5% during 2002-2003 in Australia by capturing business from the untapped market
- Curtailed storage costs by 40% during 2002-2003 through effective planning for stock arrival and use of technology and software
- Achieved all marketing budget and sales targets during tenure with this company as per the tactical marketing plan for the period

EARLIER EXPERIENCE

General Manager (GM) | Name of the co. | Jul 1997 - Jun 2000

Manager | Name of the co. | Jul 1995 - Jun 1997

Junior Manager | Name of the co. | Nov 1993 - Jul 1995

EDUCATION

Master of Business Administration (MBA) | Entrepreneurship and Continuous Improvement, Australia (High Distinction), 2014

PROFESSIONAL DEVELOPMENT

- Australian First Aid Institute | Level III in First Aid, 2014 & Level II in First Aid, 2012
- Western Institute of Technology | Advanced Diploma of Business, 2013
- Diploma of Occupational Health and Safety | Master Building Institute of Victoria | 2014
- Certificate IV in MS Project (Advanced level) | Master Building Institute of Victoria | 2012

MEMBERSHIP

Australian Investors Association (AIA) | Australian Shareholders' Association (ASA) | Building Designers Association of Victoria (BDAV) | CEO Australian Association (CAA) | Housing Industry Association (HIA) | Industry and Professional Association (IPA) | Master Builders Association of Victoria (MBAV) | National Real Estate Association (NREA)

Nationality: Australian | **Date of Birth:** 7th Dec 1974 | **Languages Known:** Arabic, English, and Mandarin
Current Location: Australia | **Marital Status:** Married | **Driving License:** International driving licence