

RÉSUMÉ WORLD INC.

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CAREER PROFILE

A self-motivated professional with over 15 years of expertise in International and Domestic Trading, Management, Marketing/Sales, Strategic Planning, Business Development, Finance, International Banking, Product Development, Freight Forwarding, Administration and Customs. Proven track record of accomplishments in setting up mutually beneficial trade agreements between companies and. An effective negotiator, team player, problem solver, and decision maker with strong interpersonal skills.

Ability to interact and communicate effectively with people from various multicultural backgrounds and provide solutions to meet their business/investment requirements. Fluent in English, Persian, Punjabi and Hindi.

OBJECTIVE

Pursuing a challenging opportunity where my Sales, Trading and Management expertise can be effectively utilized to contribute towards the growth and profitability of an organization.

SELECTED ACCOMPLISHMENTS

- Negotiated and set-up trade deals ranging from \$150,000 to \$2,000,000 between major companies from the USA, Canada, the Middle East, India, Holland, Germany, Singapore, Hong Kong and China
- Secured a \$2,000,000 deal for Honeywell USA to supply air conditioning parts to India
- Recently developed new markets, secured and set up trade deals for the export of cellular phones from North America to India and the import of ladies fabrics from USA to Montreal and Toronto
- Developed and maintained a solid network of global contacts with companies from Asia, the Middle East, Europe and North America
- One of the first persons in Canada to import and market 220 volts electronic products
- Started and successfully managed an (import/export) company in Toronto for five years (Cal Systems); boosted sales from zero to over \$2.5 million
- Lectured to graduate students on International Trade and Finance at the John F. Kennedy University in California, USA
- Set-up and managed the Import Department for Simran International and the Export Department for California Systems Control Inc.
- Contributed to many individual retailers' success by advising them on product selection, merchandising strategies, pricing structures and consumer demands
- Maintained excellent rapport with vendors by attending to their needs and following-up promptly to resolve any issues/problems
- Developed thorough knowledge of international business law, global economics, banking and finance, international marketing, traffic/customs, freight forwarding, sales/distribution channels, and preparation of import/export documentation for foreign trade

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AREAS OF EXPERTISE

INTERNATIONAL TRADING

- Research business opportunities by sourcing product availability and pricing structures in Asia, the Middle East and North America (products include auto parts, consumer electronics, air condition controllers, health products, spices, tea, dried fruits, textiles, dyes and dye accessories)
- Negotiate, secure and set-up major deals between corporations and independent businesses
- Coordinate freight and distribution (land, sea and air freight), set-up lead time and monitor the movement of goods from ports to destinations
- Maintain liaison with all companies involved in the deal and provide support as needed
- Currently in the process of negotiating approximately \$2 million worth of export from California to India and the Middle East

INTERNATIONAL BANKING AND FINANCE

- Negotiate letters of credit, bank notes, documentary credits, and credit lines
- Secure finance from major chartered banks, independent investors and other financial agencies
- Set-up internal controls for Cal System and oversee the financial affairs including forecasting, budget preparation, disbursements, sales commissions, profit/loss and financial reporting
- Handle daily banking procedures and accounting functions

SALES/MARKETING

- Conduct research on market conditions and consumer demands in local, regional, national and international markets to set sales and pricing levels of goods
- Establish and implement effective sales strategies and marketing plans for both vendors/buyers
- Develop market at the local, national and international levels for a wide variety of product lines, including technologies, pharmaceuticals, ladies fabrics, and various specialty foods for the ethnic market, through networking, prospecting and cold calling
- Present global marketing opportunities to companies by finding buyers for their products

COMMUNICATION

- Communicate and interact effectively with people of diverse cultural backgrounds
- Hold meetings in a board room environment to inform senior management of global opportunities
- Prepare and present proposals to qualifying companies on import/export opportunities
- Utilize effective communication and interpersonal skills to address issues/problems or concerns
- Keep abreast of opportunities in various countries through ongoing communication with contacts

ADMINISTRATION

- Set-up complete import/export packages and operational systems for companies
- Prepare and coordinate import and export documentation
- Negotiate freight rates and handle traffic and customs concerns
- Monitor containers from ports to destinations to ensure shipments arrive on a timely basis
- Manage and control inventory and coordinate distribution schedules

TEACHING EXPERIENCE

Professor – School of Business

1999 – Present

HUMBER COLLEGE OF APPLIED ARTS AND TECHNOLOGY (Toronto, Ontario)

- Teach diploma courses such as Traffic and Transportation International Trade, International Finance and Marketing, Import/Export Documentation, Import Customs Laws and Procedures, International Traffic and Transportation

Lecturer

1983

JOHN F. KENNEDY UNIVERSITY (Orinda, California)

- Lectured on International Trade, Marketing and Finance to graduate students

BUSINESS EXPERIENCE

International Trading Consultant (Toronto, Ontario)

1994 - Present

- Currently involved in identifying and developing new markets for local vendors to launch their products in international markets, as well as acting as liaison between local and overseas vendors
- Import food products, such as spices and rice, from India and secured deals between Canada/Middle East, Europe/the Middle East, USA/India, USA/Canada, and Canada/India
- Formulate and implement sales/marketing plans for new product launches, including pricing structures, distribution processes, freight forwarding procedures, and custom documentation
- Develop and export consumer electronics from Singapore to Toronto, Canada
- Promote and sell USA and Canadian technology to the Middle East and India for the food packaging industry, especially for processing of dried fruits

Manager

1993 - 1994

ICHHAMANI INC. (Toronto, Ontario)

- Managed the distribution and marketing of video games to retailers in the Toronto market
- Assisted customers in product displays/presentation and merchandising strategies

Owner/Operator

1987 - 1993

CAL SYSTEMS (Toronto, Ontario)

- Responsible for all aspects of import/export, strategic planning, sales/marketing, finance, client development, accounting, inventory distribution, employee relations and customer service
- Sourced, negotiated and purchased consumer products from Hong Kong, Singapore, China and India; re-exported products to Africa

Manager

1986 - 1987

CLEAROUT CONNECTIONS (Toronto, Ontario)

- Responsible for the efficient management and profitability of the electronic store

Trade Consultant

CALIFORNIA SYSTEMS CONTROL INC. (Walnut Creek, California)

- Set-up and coordinated the Export Department
- Managed the export of air conditioning controls and parts from the USA to India and Europe

Trade Consultant

SIMRAN INTERNATIONAL (Concord, California)

- Managed and set-up the Import Department for Simran International
- Imported consumer goods from India; developed and marketed the products in the USA

EDUCATION

MBA - Major in Trade & Finance

1983

JOHN F. KENNEDY UNIVERSITY (Orinda, California)

BSBA - Major in Economics

1982

AMERICAN INTERNATIONAL COLLEGE (Springfield, Massachusetts)

This résumé was composed by one of Résumé World's consultants in Toronto. For more information about our **Résumé Writing, Job Search or Résumé Posting** services visit our web site at www.resumeworldinc.com or simply give us a call today.

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