

Mr. X

PERSONAL SUMMARY

A passionate individual with strong interpersonal and communication skills. Demonstrating a 20+ years long standing work experience proving strong leadership skills. Koustabh is educated with a diploma in Mechanical Engineering and has additional expertise in finance. He has completed his Foundation exam of CMA (Formally known as ICWA) from the reputed Institute of Cost Accountants of India. He has extensive knowledge of dealing with people, both employees and clientele. His first-rate interpersonal skills and the ability to support his passion of managing the vision of organizations, helps him improve organizational performance. He strives for positive growth with sustainable strategizing. He possesses intensive directorship experience and will always ensure that realistic expectations are set, clear objectives are chalked out, standardized, streamlined and delivered. Currently he is looking for a rare and progressive opportunity with an organization aiming growth.

WORK EXPERIENCE

Total work experience – 20 + Years

Duttanand Refrigeration Services Pvt Ltd – (pls add location)

DIRECTOR **Please add month and year of beginning and end month and year)

Duttanand is an Authorized Service center for Emerson Climate Technologies for Hermetic Compressors. Responsible for handling operational and day to day activities closely. Providing advice and information to foster growth of the firm while maintaining costs at bay along with regulatory responsibilities.

Work scope –

- Taking full responsibility of the commercial, technical and organizational interests.
- Maintaining and Managing relationships with key stakeholders.
- Setting the organization culture and work performance standard.
- Designing leadership programs for employees across finance, HR, business development and IT departments.
- Providing leadership inputs for retaining and employee growth.
- Negotiating deals and closing of lucrative opportunities for business development.
- Operational responsibility to ensure seamless flow of work.
- Developing and targeting revenue and margin expectations through deals plus productive workflow.

- Intervening and managing Presiding the organization's day-to-day, month-to-month, and year-to-year operations.
- Commercially controlling all matters and overseeing them.
- Personally ensuring financial stability , proper filing and financial controlling.
- Diversifying the business in new markets.

Radiance Allumina Pvt Ltd – (pls add location)

Managing Director **Please add month and year of beginning and end month and year)

An Aluminum Recycling and casting company which gave an opportunity to perform a high responsibility role.

Work Scope –

- Enhancing service delivery to attract and retain clients.
- Identifying, focusing and targeting efforts to reach profitability through available resources.
- Business planning and strategic developments.
- Develop staff and maintain required enthusiasm.
- Deliver according to prescribed deadlines to ensure quality of performance.
- Organize and lead a planned program for further growth.
- Make informed , high-level decisions about policy and strategy.
- Travel for business growth and take initiative to work independently.

ACADEMIC QUALIFICATIONS

College or university name (pls add start and end year)

Diploma in Mechanical Engineering

Institute of Cost Accountants of India (pls add start and end year)

Foundation Exam complete CMA (Formally also known as ICWA)

AREAS OF EXPERTISE

Marketing and strategizing

Relationship management

General management

Business Plans

Financial acumen
Business development

OTHER PROFESSIONAL QUALIFICATIONS

- Qualified Mutual Fund Distributor, Cleared NISM Mutual Fund Distributor exam conducted by NISM (National Institute of Securities Markets)
- Completed "Rebalance Volatility Certification Course (VLCC)" held by NSE Academy and SSL Academy

PERSONAL SKILLS

- Decision maker
- Multilingual
- Can get things done
- Positive attitude

PERSONAL DETAILS

Koustubh Gosavi
DOB : 03/03/1979
Address-

****Please add permanent address****

Please add phone number -

Please add EMAIL id

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