

JITENDRA PATEL

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Date Of Birth : 27.10.1971

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SUMMARY

Whole Time Director of the Board,

who is dynamic and motivated professional with a proven record of generating and building relationships, managing projects from concept to completion, designing educational strategies, and coaching individuals to success.

Skilled in building cross-functional teams, demonstrating exceptional communication skills, and making critical decisions during challenges.

Adaptable and transformational leader with an ability to work independently, creating effective presentations, and developing opportunities that further establish organizational goals.

SKILL AREAS

- Strategy, Vision & Mission Planning
- Sales & Marketing Leadership
- Profitability & Cost Analysis
- Programs, Services & Products
- Billing, Collections & Cash Management
- Contract Negotiations & Strategic Alliances
- Strong leadership skills in board governance, new business development.
- Comprehensive understanding of financial management principles.
- Entrepreneurial with commercial acumen and excellent management skills. A motivated team player who is results driven. Results-oriented with a positive outlook, and a clear focus on high quality and business profit.

EXPERIENCE

Whole Time Director of A-1 Acid Limited from **1996-2018.**

- Identifying, developing and directing the implementation of business strategy.
- Cultivating the companies reputation in the market & with customers & suppliers.
- Involved in planning & organising the organisation's activities to achieve targets.
- Responsible for the Profit & Loss responsibility for the business.
- In charge of leading, motivating and developing the management team
- Liaising with officials of government departments and regulatory bodies.
- Managing multi-disciplined teams and resolving any conflicting priorities.
- Developing business plans and preparing comprehensive business reports.
- Improving margins and maintaining a high quality service to clients.
- Reviewing, refining and developing the strategy and direction of the company.
- Building client relationships that result in revenue and profitability growth.
- Responsible for the company's health and safety and legislative adherence.
- Creating and maintaining links with other trade and professional associations.
- Keeping control of business expenditure, ensuring it's within agreed budgets

KEY ACCOMPLISHMENTS

- Comprehensive understanding of financial management principles.
- Entrepreneurial with commercial acumen and excellent management skills.
- A motivated team player who is results driven. Results-oriented with a positive outlook and a clear focus on high quality and business profit.
- Combine entrepreneurial drive with business-management skills to drive gains in revenue, market share and profit performance.
- Communicate a clear, strategic sales vision, effectively training and coaching both veteran and junior sales team members.
- Cultivate excellent relationships with new prospects and existing customers.
- Turn around lagging operations and prepare companies for fast growth and profitability.

EDUCATION

Studied in Gujarat University, Jitendra Patel is an enthusiastic person. He believes "Success is not the key to happiness; Happiness is the key to success. If you love what you are doing, you will be successful."