

RESUME WORLD INC.

1200 Markham Road
Toronto, Ontario M1H 3C3

Cell: (416) 438.3606 / email: info@ResumeWorld.ca

CAREER PROFILE

A Senior International Trade Executive with over 18 years of experience in **International Finance & Banking, Global Economics, Import/Export, Sales Management, Negotiation, Business Development, Freight Forwarding and Customs Regulations**, together with a **Graduate Degree in International Trade & Finance**. High performing executive with a proven track record of accomplishments in setting up mutually beneficial international and domestic trade agreements between corporations with agreement value ranging from \$2 million to \$120 million. Ability to develop strategic long term partnerships and communicate effectively with all levels of decision makers. Fluent in four languages - English, Persian, Punjabi and Hindi.

SELECTED ACCOMPLISHMENTS

- Successfully negotiated and set-up trade deals ranging from \$2 million to \$120 million between companies from the USA, Canada, the Middle East, India, Holland, Germany, Singapore, Hong Kong and China
- Secured a \$12,000,000 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); took sales from zero to over \$7.5 million
- Lectured to graduate students on International Trade and Finance at the John F. Kennedy University in California, USA
- Selected to join Prime Minister Jean Chretien on the Team Canada trade mission to China, February, 2001
- Attained the highest award for Economics from the American International College, Springfield, MA
- Set-up the Import Department for Simran International & the Export Department for California Systems Control
- Contributed to the success of over 200 boutique retailers across by advising them on product selection, merchandising strategies, pricing structures and consumer demands
- Developed advanced knowledge of international business law, global economics, banking and finance, international marketing, traffic/customs, freight forwarding, sales/distribution channels and customs regulations

AREAS OF EXPERTISE

TEACHING/LECTURING

- Teach (at Centennial and Seneca Colleges) diploma courses in International Trade, Finance and Banking, International Business, International Economics, Macro Economics, Export Sales Applications, Traffic and Transportation, International Marketing and Customs Import Procedures
- Deliver practical business teaching and continuous stimulation to all students, four of whom subsequently started their own Import and Export business
- Utilize own cultural/ethnic background and language ability to further stimulate student interests in learning while demonstrating how International Trade theories are applied to the real world of business
- Deliver 20 seminars a year on International Trade to academic and business professionals
- Consistently received excellence in Student Evaluations from both Centennial and Seneca Colleges

INTERNATIONAL TRADING

- Develop business opportunities by sourcing product availability and pricing from Asia, the Middle East and North America (products include auto parts, consumer electronics, air condition controllers, health products, spices & rice, tea, dried fruits, textiles, dyes and dye accessories)
- 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 each deal; follow-up and resolve any concerns/problems
- Presently in the process of negotiating a \$7 million worth of export from California to India and the Middle East
- Currently involved in overseeing the export of Canadian milk powder (a government controlled product) to the Middle East and negotiating the export of heavy machinery from the private sector to the Middle East

INTERNATIONAL BANKING, FINANCE AND ECONOMICS

- Negotiate letters of credit, bank notes, documentary credits and credit lines in excess of \$20 million
- Secure finance from chartered banks, independent investors and other financial agencies for small retailers
- Set-up internal controls for Cal System and oversee the financial affairs of a \$7.5 million company, 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 and buyers
- Develop market at the local, national and international levels for a wide variety of product lines, including technologies, pharmaceuticals, fabrics, and various specialty foods for the ethnic market through networking
- Present global marketing opportunities to companies by finding buyers for their products

COMMUNICATION

- Communicate and interact effectively with people of diverse cultural backgrounds
- Hold boardroom meetings to inform senior management and executives of global opportunities
- Prepare and present proposals to qualifying companies on import/export opportunities
- Utilize effective communication and interpersonal skills to address any 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

Teacher/Lecturer

1998 – Present

School of Management Studies, Faculty of International Business

CENTENNIAL COLLEGE (Toronto, Ontario), 1999 – Present

SENECA COLLEGE (Toronto, Ontario), 1998 - Present

- Prepare and present lectures to students in subject areas such as International Trade, Finance & Banking, International Economics, Macro Economics, International Business, International Marketing, Traffic & Transportation, Import/Export and Customs Import Procedures

BUSINESS EXPERIENCE

International Trade Consultant

2000 – Present

ARTISAN INC. (Toronto, Ontario)

- Presently consulting on projects involving the exporting of heavy machinery and consumer products from the private sector to the Middle East; also consult on the import of consumer products into Canada

International Trade Consultant - Private Practice (Toronto, Ontario)

1994 - Present

- Identify new business opportunities in international markets for a client base of 50 local 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
- Promote and sell USA and Canadian technology to the Middle East and India for the food packaging industry, especially for processing of dried fruits

Owner/Operator

1987 - 1993

CAL SYSTEMS (Toronto, Ontario)

- Managed all aspects of the business including import/export, sales/marketing, client development, finance, etc.
- Sourced, negotiated and purchased consumer products from Hong Kong, Singapore, China and India; subsequently re-packaged and re-exported those products to Africa

Trade Consultant

1984 - 1986

SIMRAN INTERNATIONAL (Concord, California)

- Set up the Import Department for Simran International and subsequently import all consumer goods from India

Trade Consultant

1982 - 1984

CALIFORNIA SYSTEMS CONTROL INC. (Walnut Creek, California)

- Managed the export of air conditioning controls and parts from the USA to India and Europe

EDUCATION

MBA - Major in International Trade & Finance

1983

JOHN F. KENNEDY UNIVERSITY (Orinda, California)

BSBA - Major in Economics

1982

AMERICAN INTERNATIONAL COLLEGE (Springfield, Massachusetts)

PROFESSIONAL AFFILIATIONS

HONORARY ECONOMIC SOCIETY, Springfield, MA

“Omicron Delta Epsilon”

Past Member

REFERENCES

Academic and business references attesting to professional expertise in International Trade, Finance & Banking and International Economics are available for perusing, including a commendation letter from Canadian MP.
