

# EHTESHAMUL HAQUE

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## An Introduction

I am a seasoned professional with **over 13 years** of extensive experience in Startup Experience in **Business Operations, Marketing, Brand Building, Finance & Legal Compliance**. I have a motivational management style with a record of building an efficient team for managing the supervisory operations. Furthermore, I have developed an expertise in exploring International Business avenues & introducing new technology for streamlining operations. I possess an imaginative, creative, observant and inquisitive nature that has helped me in developing inscribing skills.

## The Education

My academic background is Post-Graduate Program in Management from Indian School of Business (ISB) with specialisation in Leadership & Change Management and Marketing, Hyderabad; where as I completed my graduation in B.Tech (Mechanical) from Zakir Husain College of Engineering & Technical AMU, Aligarh. Through the above mentioned qualifications, I have attained comprehensive exposure in the core areas of business management.

## The Employment Features

I have been associated with esteemed organizations throughout my career spanning over 13 years, viz.:

Since Apr'06

**DCI India (100% subsidiary of Digital Control Inc., USA) as General Manager (Indian Subcontinent & Middle East)**

Jul'02 - Mar'05

**Al-Suwaidi Equip. & Trans. Co., Saudi Arabia as Superintendent (Crane Care)**

Feb'98 - Jun'02

**Reliance Industries Ltd., Jamnagar, India as Assistant Manager (Plant & Machinery)**

## Areas of Expertise

I have acquired extensive expertise in various domains through comprehensive experience across the past years, some of them being:

- |  |                           |                       |
|--|---------------------------|-----------------------|
| - Trenchless Technology                | - Construction Equipments | - Urban Renewal       |
| - Introducing new technology           | - Business Strategizing   | - Strategy Planning   |
| - Channel Expansion & Business Tie Ups | - Revenue Expansion       | - ROI Accountability  |
| - Key Account Management               | - Team Management         | - Market Intelligence |
| - Foreign Direct Investment (FDI)      | - Legal Compliances       | - Transfer Pricing    |

## Professional Activity & Publications

My entire work tenure is scintillating which includes contribution towards penning down technical articles and insight to the industry

- ◆ Conducting seminars & lectures for various stake holders (Gas Companies, EPC Consultants, Municipalities, Military Engineering Services, Contractors etc) on promotion of HDD technology.
- ◆ Technical articles in "No-Dig India" official periodical of INDSIT (Indian society of trenchless technology publications) www.indstt.org (2007 to 2010 issues of the magazine).
- ◆ Technical paper on "Installation of gravity sewer by HDD" in the seminar on "Urban Infrastructure renewal-Challenges, Impediments and Solution" at Indian Habitat Center, New Delhi organized by CIDC (Construction Industry Development Council).

## The Conclusion

In conclusion, I would like to state that the experience & knowledge gained during the past years have provided me with a solid foundation. It has widened my functional knowledge & has provided me the skill to contribute to the growth & further enhancement of the organization. I have the ability to build and add value through specialized knowledge and extensive involvement. Incisive thinking coupled with creative strategies and an urge to excel will help me make the best use of every opportunity.