

# Jignesh Mehta

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## Director of operations & Business Development

*Accomplished and highly dependable leader with extensive experience in spearheading multifaceted operations.*

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Proven expertise in developing successful businesses in line with clients' requirements. Proficient in designing, executing, managing, and continuously ameliorating strategies to attain organisational goals. Adept at promoting company services to increase sales as well as profit margin. Comprehensive communicator with ability to negotiate contracts and foster business relations.

### Highlights of Expertise

- Operations Management
- Sales & Marketing
- Strategic Planning & Analysis
- Business Optimisation & Management
- Team Development
- Key Account Management
- Conflict Management
- Revenue & Profit Growth
- Process Improvements
- Stakeholder Communication

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## Career Experience

### Palmyra Group, Nairobi, Kenya

*Conduct market research, prepare feasibilities, and build professional relations to successfully run business.*

#### **DIRECTOR OF OPERATIONS (2018 to Present)**

Launch business in Kenya, acquired registration as well as permit from relevant authorities, and setup company successfully. Start company functions in Kenya in compliance with regulations. Coordinate with banks and investors to attain necessary loans for business expansion. Promote services to increase sales and obtain business goals. Accomplish architect and technical projects within time and budget. Conduct meetings with contractors and negotiate prices to reduce expenditures.

- ♦ Initiated business in Kenya as well as secured 3 large development projects.

### BNSL Limited, Ibafo, Nigeria (bnsi.ng)

*Started vitamins and minerals premixes supply to Food and Beverage producers, including Heineken, Guinness, and Indomie (Dufil) as well as launched the various fortified flavoured drinks .*

#### **MANAGING DIRECTOR / CEO (2016 to 2018)**

Dealt with bank on behalf of owners to acquire ownership of corporate and restructured into B2B success. Rebranded company, promoted services in international markets, and launched factory to achieve international GMP certifications. Started numerous outlets in different regions to deliver services conveniently as well as secure more than 80 customers in food and veterinary premix market. Cooperated with Association of Food & Beverage Manufacturers in preparing new health policies for government to improve health of Nigerian population. Designed and developed complete content for official website. Ensured compliance with regulations to meet standards and pass audits.

- ♦ Liaised with cross-functional teams to attain ISO9001 QA/QC, ISO15000 GMP, GIMP certification and get approval by UNICEF.
- ♦ Turned bankrupt organisation into a profitable company and returned all debts only in 18 months.
- ♦ Negotiated with government officials that resulted in reduction of duty from 25% to 5%.
- ♦ Opened 18 multi-purpose company outlets across the country.
- ♦ Successfully Launched FMCG products in the Nigerian market.

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**Millenium Investments Trust Limited, Lagos, Nigeria (mitl.ng)**

*Successfully completed all assigned projects in compliance with company regulations and achieved set goals.*

**EXECUTIVE DIRECTOR (2013 to 2016)**

Saved numerous companies which were at the verge of receivership or already bankrupted. Created new policies for companies to initiated business, conducted research and assessed data to know market trends, recruited credible personnel, optimised business, and handed over efficiently running companies to owners. Built and fostered partnerships with different organisations as well as started and developed new businesses. Assisted companies to gain financial assistance from banks and prepared finance statements. Administered entire supply chain process also procured inventory on minimum cost. Negotiated contracts with companies to ensure accomplishment of payments.

- ◆ Built numerous corporates such as Tinapa Business Resort, Sickle Care, and Polyma Oil Industries Liquid Bullet.

**MFI Group of Companies, Kenya & Nigeria**

*Determined extent and service quality levels also ensured completion of projects within budget and time.*

**REGIONAL MANAGER – Africa (2002 to 2013)**

Introduced Core IT and Production Printing solution business unit. Established production printing division in Kenya as well as started Ministry of Lands Digitization. Commenced MFI Leasing Limited for delivering printing services to international firms.

- ◆ Provided services to 100% of Telco's, 96% banks, UNs African HQ, UNICEF, UNDP, and UNEP.
- ◆ Developed company's one of the largest revenue generators.

Additional Experience

**Business Manager & Branch Head West** ▪ Newgen Software Technologies Limited, Mumbai, India

**Territory Manager** ▪ Essae-Teraoka Limited, Mumbai, India

**Education & Credentials**

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BSc., Mathematics

*Mumbai University, Mumbai, India*

MBA, Marketing

*Mumbai University, Mumbai, India*

Graduate, Software Programming (GNIIT)

*National Institute of Information Technology, Mumbai, India*

**Education & Credentials**

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- English (Proficient)
- Hindi (Proficient)
- Gujarati (Proficient)
- Marathi (Intermediate)
- Kswahili (Basic)