

FULL NAME

(Mr) Dilip Valiramani

PERSONAL DETAILS

Age 53 years
Nationality Indian (Resident of Thailand)

CONTACT DETAILS

Bangkok 10110, Thailand.
Mobile 081,8140714
International 66,81,8140714
Email ncnd02@rediffmail.com cc ncnd02@gmail.com

EDUCATIONAL QUALIFICATIONS

1. B.A. Bachelor of Arts-Economics & Commerce (Graduated 1987, Bombay University, India).
2. Law (1990, Bombay, India).

CAREER SUMMARY

I have hard-core *experience of 25 plus years* related to the following areas of Corporate Management:

1. Manufacturing and International Trading
 2. Overall and Strategic Management (CEO functions)
 3. Budgeting & Planning
 4. Operational Execution
 5. P & L Accountability, Banking, Finance
 6. Debt and Credit Management & Restructuring
 7. Manpower Management
 8. Pricing and Inventory
 9. Sales, Marketing, Purchasing, Business Development, Banking, Diversification and Growth
 10. 5 years of experience and exposure to a blue-chip world's leading packaging manufacturer MNC (Metal Box India Ltd., listed in the Stock Exchange)
 11. Perform and deliver – virtually against all odds
- **Appropriate Leadership**, practically creating and executing A.I.D.A. (Attention, Interest, Desire and Action) in all aspects of the business.
 - **Skilled Negotiator**, adapting to the negotiations involved, leading to positive effect.
 - **High Commitment**, once and after goals established, attained high success rate.
 - **Team player**, even with virtually low resources, was able to create, manage and develop the Teams, within and outside the organizations.

CAREER HISTORY:

NATTACHOTE INDUSTRIES CO.,LTD., BANGKOK

Vice President – Since 1992-2009 (interrupted from around 2009)

- Overall Management (CEO functions).
- Budgeting, Finance, Banking and Operations.

CV

- P & L responsibility (vast portfolio).
- Led the Team from the front, virtually against all odds.
- Successfully started, planned, executed and developed Food exports (mainly Canned foods, Rice and vegetable oil) to the globe and became a major force to reckon with.
- Started and managed multiple food factories that would assist the corporate growth, thus contributed substantially to exports.
- Manpower and Team management, inspire, recruit and develop the Team to assist in meeting and exceeding targets.
- Debt and Credit Management, Corporate Multiple Restructuring.
- Expanded to cover overseas operations in the Czech Republic, Moscow and Dubai.
- Developed trading business by indulging into third-country exports
- Developed liaison and working relationship with several diplomatic communities that also accelerated the trading business.
- Was part of official business delegations at home, and also, to Africa and the Middle East. Also, was assigned to travel frequently for Business Development and Trade Shows to Europe, USA, Middle East, Asia and Africa.
- Successfully diversified into non-food products (3-wheelers) exports.
- Was exposed briefly to property development and housing business.

FOODS AND INNS LTD., INDIA

Export (Marketing) Manager – 1991-1992

- Overall Management for specific area of responsibility (Foods).
- Budgeting and Operations.
- P & L (divisional) responsibility.
- Successfully planned, executed and developed Food exports (mainly Canned foods).
- Co-ordinated with multiple food factories.
- Brought positive and long-term result from entrusted visit to Germany Food Exhibition.

METAL BOX INDIA LIMITED, INDIA

Export (Marketing) Manager – 1987-1991

- This was a large manufacturing company all over India, listed at the Stock Exchange.
- Budgeting and Operations.
- P & L (divisional) responsibility (regulated portfolio of several million).
- Led from the front virtually against all odds.
- Successfully planned, executed and developed Food exports (mainly Canned foods, packaging, Textile Home Furnishing and later coordinated sales in the domestic market).
- Introduced and managed multiple food factories that would assist the corporate growth, thus contributed substantially to exports.
- Debt and Credit Management, assisted in Restructuring.
- Co-ordinate business efforts amongst surviving branches all over India.
- Travelled within India and the Middle East that led to successful and long-term positive results.
- Liaised with mandatory and important government and semi-government authorities and brought about and coordinated success in simple terms.