



BIJAY SAHADEVAN MAPADATH

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OBJECTIVE: *To leverage my business skills in a competitive environment that inspires me to enhance and innovate their work culture for betterment of all parties involved.*



My Purpose is well-defined

- Identification and Implementation of new business opportunities.
- Corporate Development by leading both Internal and External Strategic Initiatives.
- Provide exposure to multiple companies and open up channels while working closely with the Team and Senior Management.

My Responsibilities for Corporate Development

(Identification of New Business Opportunities in sectors with high growth potential)

- Perform adequate qualified research to identify potential opportunities in UAE, other GCC countries – with the intention to create an impact in the MENA region. Opportunities may be in the form of Partnerships, Joint-Ventures, New Ventures and Acquisitions.
- Determine appropriate framework / parameters to screen the identified opportunities, in collaboration with internal and external stakeholders, close contacts and business networking.
- Build detailed Business Case Study / Investment Plans that will be validated or approved by the Management:-
 1. Build financial, marketing and sales models for evaluating better investment opportunities and provide inputs for strategic recommendations where necessary and appropriate.
 2. Conduct commercial and financial due diligence on companies, perform consistent market research and financial analysis, including review of historical and projected financial information that assists in decision making.
- Build detailed Implementation / Post-Merger Integration Plan for validated opportunities / options / plans and support the Leadership Team with their execution and / or roll out.
- Build High-Quality presentations for Leadership Team meetings – Branding, Sales and Marketing resourcefulness.
- Conduct in-depth analysis, detailed research across various sectors / segments and share findings with Leadership teams.
- Support all the aspects of management of portfolio of company including monitoring operational performance.

Attributes and Behaviors

- Ability to execute and primarily get things done.
- Ability to communicate directly with peers, senior management, and clients while leading development to a completed and successful solution.
- Strong organization skills to manage multiple timelines and complete tasks quickly within the constraints of clients' timelines and budgets.
- Ability to grow professionally in a highly flexible and fast-moving environment.
- Energetic and proactive; able to work with minimal supervision.
- Excellent communication and writing skills.
- Alert, attentive to detail and capable of managing multiple projects.
- Entrepreneurial spirit with passion to explore new areas and opportunities.
- Analytical and commercial acumen.
- Work under pressure.
- Awareness and pride in 100% client satisfaction.



WORK EXPERIENCE

Currently working from Feb 2019 onwards at Emirates Safety Services LLC – Dubai;

Sales Manager (www.emisafe.ae)



We offer full package of services that include **inspection, testing and certification for all below-the-hook equipment covering Industrial, Onshore Oil & Gas, Marine and Construction lifting equipment**, including all type of cranes, forklifts, compressors and pressure vessels. Our fire division is an approved service center for Marine Fire & Safety Equipment. Approvals include: Bureau Veritas, Lloyds Register, ABS, DNV-GL, IRS and RINA. We have recently included **ISO 45001:2018** for which I have significantly contributed consistent and extensive efforts to achieve it in swift progression.

We provide a suite of integrated fire safety and rescue services including:-

- Provision of all types of fire extinguishers, fire detection and prevention systems.
- Fire response, maintenance and inspection of fire and safety systems.
- Risk assessment and plan development.
- Facility fire prevention and safety audits.
- Provisions of SCBA, EEED, life rafts, life jackets, hydro test / gauging of fire hoses, cylinders, etc.



We associate with leading European brands => **LCM Systems, Lebeon, Humidur (Acotec), Bash-P International Ltd, Toyo Lift, Brunton Wolf / Kiswire / Bridon, Bharat Wires (Wire Ropes), Ace Winches, Crosby, Gunnebo, Tractel, etc. supplying Master Links, Hooks, Chain & Webbing Slings, Steel Wire Ropes, Shackles, Lever Hoists, Chain Hoists (Electrical / Manual), Snatch Blocks, (Horizontal / Vertical) Trolley & Beam Clamps, Anchors, Load Binders, Lifting Clamps, Turnbuckle, Lashing Belts, Round Slings, Safety Harnesses, Nylon / Polypropylene Ropes, Scramble Net, Safety Net, Helipad Net and Cargo Nets, etc.**

Capabilities:-

- Inspection and load testing of any lifting activity.
- Equipment from a small sling to large capacity crane.
- 1000 ton test bed in our Dubai workshop and facility to test lifting beams up to 20 meters long.
- Turn key services with test weights, water bags, load cells, measuring equipment, protective and marine coatings.

Sep 2011 to Oct 2018 with Ace Group (Ace Crane System LLC, Hetric Middle East FZE and Ace Cranes & Engineering) at Hamriyah Free Zone, Sharjah – UAE; **Sales Manager** (www.acecranes.com)



- ➔ Technical sessions on crane protection devices, force measurement devices, cable reeling drums, power conductor systems, wireless radio remote control systems, lifting solutions viz. electric chain hoists, manual chain blocks, mobile gantry cranes, light crane systems, jib cranes, electrical winches, lifting magnets & vacuum lifters from various European manufacturers like **ABUS, Michielotto, Hetric, Gigasense, Itowa, Simbal, Hadeh, GIS, Vahle, Planeta, Hartmann & Konig, Conductix Wampfler, Safeline, Hardhead, KLifting, Lifton, Huchez and Schillings**.
- ➔ Interactive discussions including ABUS (from Germany) cranes (EOT / overhead, gantry, goliath, slewing & pillar jib solutions) with clients. Diesel storage tanks and soundproof canopies / acoustic enclosures for generators (In-house fabrication facility) are manufactured.



Aikah Establishment



Aug 2009 to Aug 2016 with Aikah Establishment for General Trading, Dubai – UAE; (www.aikah.com)

Senior Sales Representative

Accountable for

Maintaining adequate volume of stocks with respect to the local & export markets demand forecasts.

- Ensuring prompt response to follow up sales inquiries by timely quotations, emails, telephone & personal visits.
- Coordinating between manufacturer, inventory departments, distribution centers and the end user.

Attended various technical training seminars from **Schneider Electric** on the following:-

- Sheet metal, Stainless Steel & Polymel (GRP) Universal Enclosures – Himel.
- Ventilation fans & cooling units, Aluminum Heat Resistance units, Thermostats (mechanical & electronic), etc.
- Life Space Wiring Accessories (Vivace, Pieno, Neo, Lisse, Zencelo, Merten System M and Ultimate Series).
- Network Connectivity including Cat 5e, 6, 6A Copper Cables; Patch Panels, Modular Jack & its Termination Tools, Patch Cords, etc.
- Acti9 Range Of Switchgear Components (MCBs, RCCBs, RCDs, Relays, Power Supplies, Timers, Isolators, etc.)
- ACBs (both NT & NW), NS, NSX, LV5 & Easycompact Breakers. Contactors, overload relays, motor protection circuit breakers along with its supplementary range of accessories viz. push buttons with add-on contact blocks, emergency stop, pilot lamps, key switches, pendant stations, etc.
- Automation Range of products like Variable Frequency Drives (VFDs), Sensors, UPS, Zelio / Twido Controllers.

May 2007 - July 2009 with netBIOS Technologies (P) Ltd., Bangalore - India; **Marketing Executive** (www.netbiospro.com)

netBIOS helps plan, deploy, sustain and maintain IT lifecycle through facility management, consulting services, business solutions and professional services.

April'03 – June'05 with Glasstech Industries (India) Pvt. Ltd. Navi Mumbai, Mumbai – India; **Sales Assistant** (www.glasstechindia.com)

Glasstech Industries (India) Pvt. Ltd is a professional organization established in the year 2004 to meet the ever increasing demand of architectural glass products for domestic markets in India and other countries.

PERSONAL DETAILS

Date of Birth	1st September 1982
Languages Known	English, Hindi, Marathi, Urdu, Tamil and Malayalam (Mother Tongue)
UAE Driving License	1587026 (issued in 2010)
Visa Status	Residence Visa (Valid up to June 30th 2021)
Passport	N 7023767 (Valid up to 2026)



EDUCATION

- M.B.A. (Marketing) from Universal Empire Institute of Technology - **Mahatma Gandhi University (2005 to 2007)**.
- M.A. (Business Economics) from **Annamalai University (2005 to 2007)**.
- B.Com. from S.I.E.S. College of Commerce & Economics, **Mumbai University (1999 to 2003)**.
- HSC from Holy Family High School, **Maharashtra Board (1986 to 1998)**.

IT SKILLS

- Microsoft tools like **Word, Excel, PowerPoint and Outlook**.
- Customized software's namely **PACT, CG-VAK and Orion**.
- Course completed in **SAP - Customer Relationship Management (CRM)**.

TRAINING / COURSES / EXHIBITIONS / EXPO

- Technical training module on OC-ETP High Conductivity Copper Busbar & Fabricated Engineered Solutions - Oriental Copper, Thailand.



- An integral player during the annually held exhibitions [ADIPEC](#), [STEELFAB](#), [Material Handling Middle East and Middle East Energy \(Electricity\)](#), etc. held at **Abu Dhabi National Exhibition Centre (ADNEC)**, **Dubai World Trade Centre (DWTC)** and **Sharjah EXPO Centre's** to enhance marketing & promotional activities representing the respective companies I have associated with.

ATTENDED on January 28, 2019

