

Ms. Kawaljot Kaur

India



Tel : +91-9992328949

DOB: 18th July 1994

Kawaljot.kaur18@yahoo.com

Nationality: Indian

Core Competencies

- International Business
- International Marketing
- Leadership
- Analytical thinking
- Project Management
- Stakeholder Management
- Marketing Management
- Adaptability
- Diversity and Inclusion
- Complex problem solving
- Negotiation
- Process oriented

Technical skills

- SAP
- Oracle
- PDM
- Coral Draw/ Auto CAD
- Trade Engine Optimization
- Digital Marketing
- International Marketing
- Microsoft Family: - Word, Excel, PowerPoint, Outlook, Microsoft share point

Certifications:-

- CE Certificate
- ISO 9001 Certification
- Machine Product Certification
- Company KYC Documents

Professional Experience

July2020 – Present

Officer- Marketing – Uflex Limited, India (www.uflexltd.com)
Territories: - Australia, New Zealand, Turkey, Japan, Myanmar, Indonesia, Philippines, Thailand, Vietnam, Singapore, Malaysia, Bangladesh, Nepal, UAE

- Generate fresh Inquiries and search database.
- Facilitate product marketing in assigned areas and provide support to marketing personnel on order output forecasts.
- Develop and maintain professional contacts with consultants, customer, international marketing representatives and original equipment manufacturers.
- Prepare and manage international proposals, license issues, teaming agreements and cooperate with regional marketing to assist on new release assets.
- Participate in development and evaluation of marketing budgets according to plans and minimize marketing costs.
- Manage legal approval process for territories and proposed efficient activities.

Export:-

- Review Letter of Credit.
- Monitoring of the shipments to ensure the compliance of regulations.
- Prepare all the customs documents required for shipment.
- Assign and coordinate with CHA acc. to INCOTERMS.
- Monitoring of the shipments to ensure the compliance of regulations.
- Documentation of Export.

May 2020 – Present

Project Manager- VIP, Switzerland (<https://vivapartners.net/>)

- Leads and manages the Indian and Overseas marketing strategies and executes initiatives.
- Search database for Summit, Cold calling and Intro mail.
- Responsible for fully understanding the portfolio of summit, brand awareness, enrollment goal, market audience and more.
- Reviews ongoing metrics and ROI to adjust marketing plans and drive tactics based on response to achieve enrollment goals.
- Digital marketing via. LinkedIn, Twitter, Instagram, Facebook..

Dec2017 – May 2020

Senior Executive-Management, Perto India Private Limited, Jaipur, India (<https://www.grupodigicon.com.br/perto/en/about/>)

Project team lead in international customer service and business development. Manufacturing and management with an exceptional ability to translate strategy into results; proven ability to develop and lead high performing teams in alignment with organizational and extensive experience in being able to interface with all levels and demonstrated track record of improving operational effectiveness.

Key Achievements:

- Offer submission to international customers.
- Market research and analyzing both primary and secondary data for the development and growth of company's profitability.
- Sourcing information from secondary data sources including company annual reports, dedicated industry associations, paid databases and media and analyzing and synthesizing this information to address specific business objectives.
- new cliental search, serving the existing clients well, as proper client servicing is essential to sustain the existing clients.
- Managing sales reporting in terms of numbers, markets updates, competition updates etc.
- Actively involved in Performance Management System.
- Execution of 3P Strategy, Display /Merchandising as per Norms, Trade Promos, shelf space etc.

Sept. 2015 – July 2016

Engineer-Quality & Service, GR Consulting/Ishaan Paryavaran Pvt. Ltd, Chandigarh, India (<http://www.ishanparyavaran.in/>)

Education

2018-2021

MBA- International Business, ICFAI, India

2018

PGDM- International Business, ICFAI, India

2013 – 2016

B.tech. in Mechanical Engineering, DCRUST India

2010 – 2013

Diploma in Mechatronics Engineering from GBN Govt Polytechnic, India

Language Skills

English	Proficient (C1)
Hindi	Native speaker (C2)
Punjabi	Native speaker (C2)
Spanish	Beginner (A1)

Interests and Activities

Social worker, Marathon, Choreography, Theatre, Reading, Dance, Music, Travelling, Cycling and many more

Projects

[*International webinar on CI FLEXO.](#)

[*Uflex E-Catalogue & Bouchers on Flexible Packaging](#)

[*Uflex Solventless Lamination machine with Registered](#)

