

NITIN VATS

Management Professional

Ph: +91 963 003 1711

Email: vatslike@gmail.com

[linkedin.com/in/nitinvats](https://www.linkedin.com/in/nitinvats)

Proficient professional with global and cross-functional experience in the relevant industry. Core competencies include Business Management, Strategy Nurturing & Execution, Consultancy for International Sales & Process establishment, Budgeting & Cost Control, Process Change Management, Operations Management, Business Negotiation, Team Development, International Sales, Customer Service & Trainer with People + Process Driven approach.

Holding 30+ years of varied industry experience, out of which 20+ Years of Building Material / Stone Industry experience, 5 years of Business Consultancy covering Team/Talent hunt, Training & Development, and Team Management (Operations – Sales & Marketing – Sourcing).

Work Experience:

Consultant | Radiant Surfaces LLC.

Chicago, USA – Oct'23 – Current

Consultant | Dente Trading Co.

New Jersey, USA – Nov'22 - Current

- **Project Planning & Coordination:** Overseeing the planning and coordination of bulk business generation projects, focusing on establishing new channels of business.
- **Stakeholder Relationship Development:** Cultivating collaborative relationships with key stakeholders, including contractors and architects, to strengthen business partnerships.
- **Sales Team Development:** Building and enhancing the capabilities of the sales team by providing product knowledge and process orientation.
- **Guidance for Business Development:** Leading the sales team in identifying and penetrating virgin markets by mapping potential opportunities and driving growth.
- **Strategic Planning & Business Development:** Advising on strategic initiatives and identifying upcoming business opportunities to guide future growth.
- **SOP Development:** Designing and implementing Standard Operating Procedures (SOPs) for warehouse management, sales processes, and inventory management to ensure operational efficiency.

Managing Partner | Newtech Stone Station LLP

Jaipur/Indore, India – Apr'18 – Current

(Targeting Natural & Engineered Stone Industry serving USA projects)

- **Company Foundation & Vision:** Established the company with the aim to offer a comprehensive, one-stop solution for international buyers seeking reliable suppliers in the natural and engineered stone products industry, especially those with limited exposure to various suppliers and markets.
- **Strategic Partnerships & Team Management:** Led strategic partnership initiatives, fostering deeper relationships and driving measurable results. Worked closely with newly formed cross-functional teams to enhance operations, focusing on customized services, cost-effectiveness, and operational efficiency.
- **Project Management & Technical Planning:** Effectively managed the initiation and planning of projects, providing technical feasibility assessments for production, quality control, and logistics. Developed detailed plans to track and monitor the progress of each project.
- **Compliance & Documentation Management:** Oversaw LLP compliance and ensured adherence to legal, safety, and insurance regulations. Managed the flow of documents and information to relevant authorities in a timely manner.
- **Project Delivery Amid Crisis:** Successfully met project completion goals despite environmental crises, negotiating favourable pricing, timelines, and customer agreements.

- **Key Achievements:** Completed five major projects involving the supply of Cut-To-Size Natural & Engineered Stones (worth approximately 1 million USD) within the first four years, despite the challenges posed by a pandemic-affected environment.

GM India Operations | Preferred Marble & Granite P Ltd

Indore, India – Jun'13 – Mar'18

(Aiming Natural & Engineered Stone Industry of USA)

- **Overall Management of Subsidiary Operations:** Managed the overall operations of the Indian subsidiary, including backend support for US operations and a BPO.
- **Procurement:** Drove new business development by identifying cost-efficient procurement opportunities, overseeing budgeting, potential market mapping, and demand forecasting.
- **Business Analysis & Continuous Improvement:** Analysed business opportunities to assess bottom-line profitability and volume growth, implementing necessary corrective actions to continuously improve procurement and sales operations.
- **Team Recruitment, Training & Development:** Led the recruitment, training, and development of the backend support team across various functions including Sales & Marketing, Procurement, Logistics, HR & Administration, IT support, and Accounts & Finance.
- **Achievements:** Successfully built and managed a team of 32 backend support staff and 5 strategic alliances for quality control within a two-year period.

Others:

<u>Designation</u>	<u>Industry</u>	<u>Company</u>	<u>Tenure</u>
Manager – Sales	Natural Stone Industry	Lotus Exim International Inc, NJ USA	Apr'07 to May'13
Reg Mgr – Sales	Agro Chem Industry	Alpha Organic Chem., Jaipur	Apr'06 to Mar'07
Sales Mgr	Courier & Logistics	First Flight Couriers Ltd., Jaipur	Apr'05 to Mar'06
Sales Mgr	Life Insurance	Aviva Life Ins. Co. India P. Ltd. Jaipur	Feb'03 to Mar'05
Sales Mgr	Cement Industry	Grasim Industries Ltd. (MP & Har)	Feb'96 to Jan'03
OEM Sales	Automobile Ancillary	Autopal Industries Ltd. Jaipur	Jan'95 to Jan'96
Sales Exe	Natural Stone Industry	Coromandel Stampings & Stones Ltd.	Aug'93 to Dec'94

Relevant Skills:

- **Expert product knowledge** in cross-cultural settings and market value
- **Industry Awareness** – Always abreast with the latest market trends in Relevant & Related industry products, Operational updates, Tariffs, Events & Exhibitions
- Remarkable experience in **handling operations, teams, customers & vendors**
- **Quantitative and qualitative** research skills
- **Negotiation Skills** for both the processes of B2B (Selling as well as while buying)
- Process-driven **intrinsic motivation**
- Ability to **brainstorm, design**, implement primary data and tailor, **analyse** and **communicate** complex data
- **IT Skills** - Competent user of MS Excel, Word and PowerPoint
- Cross-border **Business experience** - Worked in: USA, China, Philippines, Singapore, India
Oversaw: Brazil, Spain for Sourcing
- **Congenial** and someone who thrives while working closely with others.
- Optimistic, High trust level, Adaptable

Education:

<u>Degree</u>	<u>Subjects</u>	<u>University</u>	<u>Year of Passing</u>
MBA	Marketing	Jiwaji Univ., Gwalior MP	1993
Bachelor of Science	Biology	Univ. of Rajasthan, Jaipur RJ	1990

NITIN VATS