M O H A M M E D M U K H T A R K H A N

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S U M M A R Y

An accomplished, result-driven Executive Management, International Trade & Congress Personnel, who has nearly 20 years of experience of International Congress, Executive C-level Management, International Trade and Business Development working in the IT, Mobile, Telecommunications and Media Industry for both Corporate and Government.   
  
A versatile business leader with sound competencies in elevating team dynamics, uniting diverse programs to a common goal and harnessing strategic and operational drivers to deliver results. Capable of integrating resource strengths to deliver impeccable performances that are aligned to the strategic objectives of the business. Highly skilled in identifying business opportunities throughout the market segments, evolution of market division and comprehension schemes to achieve targets.  
A very creative strategist with the ability to roll out and implement innovative corporate strategies to generate a practical value for stakeholders.   
Hands-on experience in enhancing brand awareness & profitability through the development of new/ existing business opportunities as well as implementing development strategies as per the company’s strategic plans.

E X P E R I E N C E

**March, 2018 to Current** IBFI Investment Advisory FZE

**Partner - Business Development, International Markets**

*Key Accountabilities*

IBFI have arrangements will Elite Financial Brokers in Dubai. UAE.

I broker though UAE Banks to provide banking facilities for high-net worth Retail, Corporate and Investment Banking Customers across the world.  
  
**November, 2016 to March 2018** PT Carmen Internasional Indonesia | DWC Group | CarmenBank Group

**Chief Executive Officer**

*Key Accountabilities*

DWC is a global digital house focusing on the areas of electrification and digitalization. One of the world’s leading designers and producers of energy-­efficient, resource-­saving technologies, DWC is involved and leading in digital currency and banking. In infrastructure and industry solutions the company plays a pioneering role.

PT CARMEN INTERNATIONAL INDONESIA has being appointed as the Master Developer for the US100 Billion Smart City Project which will be one of the largest in Asia.  
TEZ Smart City Special Economic Zone a national project development through Public Private Partnership (PPP) new SEZ city that supported by latest urban planning and advances in ultra mega sustainable city development and high speed hyperloop rail network —are driving transformational change in the global economy, including in how goods, services, people and assets are exchanged. An important development in this process has been the emergence of clean energy, global maritime hub and offshore financial centre becoming as new business model in new city

Jan, 2014 to Nov 2016 Ministry of Investment and Trade

**Fijian Trade Commissioner/Vice Consul General - China**

*Key Accountabilities*

The functions of the Trade Commissioner are to promote trade and investment opportunities between Fiji and the People’s Republic of China to ensure that the final result maximizes business participation between the mentioned countries.

Core Functions

Promoting trade, investments and economic development

Providing support to trade and investment missions into People’s Republic of China.

Providing information specific industry/sectorial focus appropriate to investments and export markets

Providing support and information to investors, export, exporters and importers; and

Overseeing the overall operations of the trade commission.

Manage to successfully establish the consulate general office in Shanghai.

Manage to close a deal of FJD 2 million even when there was no staff and office to work from.

Total project in pipeline worth USD550.50 million which has an expected success rate of 95 – 98%.

Jun, 2010 to Jan 2014 Fiji Directories Limited

**Chief Executive Officer**

Was able to mould the team to perform at international standard and took sole charge of the sales team and as

a team we surpassed the board target for print product. The last time the company met its target was in 2007.

Was able to grow the total revenue of the company by 6.3% till November 2013.

Increased Net Profit before tax by 11.60% in Oct 2013 compared to same time last year.

Increase EBITDA by 10.50% in Oct 2013 compared to same time last year.

May, 2008-May, 2010 Yellow™ Pages Group, NZ

**Sales & Business Development Manager**

Revenue Target: 1.8 million pa

Won the Yellow Faith Award (Nation wide competition based on best customer commendation) .

July, 2006-April 2008 Telecom (Fiji) Limited

**Group Manager - National Sales**

Revenue Target: 3.5 million per month

Streamlined sales process and implemented performance based system.

Solved a major corporate customer issue which was in existence for more 6 years and lock the customer in for 5 year contract.

Organized the best ever corporate function in the history of Telecom. Invited all of the government ministers and key corporate executive for a cruise around the Suva Harbour.

Restructured the sales team and recruited right people for the right job.

Consistently increased market share by 8% per quarter.

Actively involved in the launch of EVDO(Evolution Data Optimiser) service.

Involved in rebranding and retail setup.

Implemented SME breakfast which increased sales by 30% by launching 2 new products for the SME market.

Was part EMT and participated in the weekly EMT meeting.

May, 2004-June 2006 Datec (Fiji) Limited (**Web:** [**www.datec.com.fj**](http://www.datec.com.fj/))

**Regional Sales Manager**

 Promoted from BDM to Regional Sales Manager within first 2 months.

 Revived the west office from about to be closed to one of the most successful office and increased sales by 45%.

 Was the first to sell a blade centre in western region.

 Sold Sage Accpac ERP Software and sold modules of EPICOR Financial System.

 Secured a major client (Fiji Sugar Corporation) to Datec.

 Managed 3 major customers Fiji Sugar Corporation, Airport Fiji Limited, Air Pacific. All these companies had more then 500 staff and were nation wide.

 Down size the team from 5 to 3 and double the sales generated.

 Revived customer complaint tracking system. Reduced customer complaints from 20 a week to 5 a week.

 Realign company strategies for retail outlet and increased sales by 15% per quarter.

 Successfully liaised with International Vendors, Distributors, and Resellers in regards to hardware and software licensing issues.

Feb 2002–May-2004 Vodafone Fiji Ltd (**Web:** [**www.vodafone.com.fj**](http://www.vodafone.com.fj/))

**Product Manager\_Corporate**

Revenue Target : 2.4 million per month

 Promoted from BDM to Product Manager -Corporate within first 6 mont hs.

 Restructured the sales team and got the right people for the right job and streamline the sales process.

 Launched GPRS services and successfully launched Vodafone Mobile Connect Card. Also lead the

Blackberry project team from sales and launched it int ernally.

 Represented VF-Fiji in Singapore for QCC.

 Met sales target and got the full bonus when I existed

 Successfully liaised with VF -NZ and VF-Australia in regards to new product implementation and launch.

 First to do “Value Based Organization” course.

**2002 Productivity and Training Authority Tutor**

Business Organization (Leading an Organization)

2000 – 2001 New Zealand Pacific Training Center

**Centre Manager**

Was promoted as a Programme Coordinator within first 2 months and then promoted as a centre

manager after a year and managed a centre for 2 years.

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E D U C A T I O N

1997 - 2000 University of the South Pacific.

**BA in Management and Public Administration And Information System (Double Major)**

Diploma In Applied Computing, Graduated in 1998

Feb 2012 Module 1 & 2 Occupational Health & Safety at Work.

August 2010 Defensive Driving Course

July 2007 MBA (Couldn’t complete due to migration)

14th – 16th March 2005 Strategic Selling from Training & Productivity Authority of Fiji

September 01, 2003 MCP (Installing, configuring, and Administering Microsof t Windows 2000 Professional.

2002 21st Century Manager from Box Hill TAFE Institute (HOW To Create A High Performance Workplace)

2001 A+ Certification from CompTIA

Certificate IV IN Assessment And Workplace Training from Box Hill TAFE Institute, Australia

Graduate in 2001

1995 (1st Semester) – 1997 (1st Semester) Fiji Institute of Technology

Cert IV in Assessment and Workplace Training (Train the Trainer)