

# Nv Reddy

Country Manager – Saudi Emircom Company



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Indian Passport Holder, Aged 58

## WORK EXPERIENCE

### Country Manager Saudi Emircom Company

01/2005 – Present Riyadh, KSA

Associated with this SI Major since their KSA branch inception  
Heading a team of 240 professionals

#### Achievements/Tasks

- 360 degrees Branch Management
- Strategy Planning, Team build up & management
- Key Client Relations
- Crisis Management
- Was responsible for a cumulative turnover exceeding one billion us\$ in these years with a retainer ship plus net profit sharing formula. Except for 2016, gave constant NP to group

### Consulting V-PAR

10/2002 – 12/2004 India, UAE, KSA

Bid Management for IT and Telecom Clients in India, UAE and KSA

### Division Manager/Country Delegate Philips Telecom & Data Systems

11/1984 – 10/2002 Riyadh, KSA

As country delegate, responsibilities included: market survey, high value bid planning and bid management, projects execution & Supervision. Client management.

Part of Bid Management & Joint Venture Relations Management for TEP3 project of 600 MN\$

### Assistant Manager – Foreign Procurement

Dredging Corporation of India [a Govt. Enterprise]

10/1978 – 10/1984 India

Last 2 years worked in their Saudi operations, bid planning, bid management and headed project mobilization task force for a 99 million US \$ project in Private Port Management.

## EDUCATION

**PG diploma in Foreign Trade - 1979**  
Indian Institute of Foreign trade (MOF)

**Bachelor of Commerce**  
Osmania

05/1973 – 04/1976

## SKILLS

COMMUNICATION - Clarity and diction	●	●	●	●	○
EXPECTATION SETTING - Ability	●	●	●	●	●
DELEGATION	●	●	●	●	○
CRISIS MANAGEMENT	●	●	●	●	●
PRESSURE TOLERANCE	●	●	●	●	●
GOAL OREINTED	●	●	●	●	○
FUTURE FOCUSED	●	●	●	●	●
LEADERSHIP	●	●	●	●	●
CRITICAL THINKING	●	●	●	●	○

## STRENGTHS

Can work in absolute pressure, convert every crisis into an opportunity and believe in leading and less managing.

Believer in title less and absolute objective management. Avid risk taker.

Believed in a traffic signal management theory which I have designed and practiced at every chance breaking things into good, bad and ugly.

## OTHERS

Been associated with Toast Masters movement since 1984

Founding member India Economic forum Riyadh, Saudi Arabia and chaired 2 terms

Member, Chairman, Parent Committee, Indian Embassy School in Jeddah for one term.

Heads a personal social responsibility [PSR] trust since 2007 www.vishwastrust.org. Helped 1000+ blind students to attain Computer Applications Diploma & get jobs thru CSR

“Enabling the disabled thru smart charities”. words coined by me, out of strong belief.

## INTERESTS

Reading

Coaching

Philanthropy

Films