



DILESH NAIDU

Phone: (+679) 9203172 / 2345991

OBJECTIVE:

- To Secure a responsible career opportunity to fully utilize my training and skills, while making a significant contribution to the success of the company.
- Attaining the utmost core responsibilities and following through until the desired goal is achieved.
To integrate my values of honesty, dedication, sustainable and rapid growth, and commitment.
- To make a difference through enhanced training, teamwork, and professionalism.

RECENT ACHIEVEMENTS:

- 2021 Promoted as Regional, Business Manager for Vision Group.
- 2020 Promoted within 3 months to lead a Government owned organization's Business Development team of 8 members to help generate more than 3 million as revenue per annum.
- 2018 Recognized for outstanding performance in Leading Operations and Procurement Manager
- 2017 Promoted to Operations and Procurement/Logistics and Warehouse Manager of 3 business units to procure approximately \$4 Million worth of goods and services.
- Successfully attained Diploma accreditation in 2 major unites from the University of the South Pacific:
1-Professional Diploma in Business management 2- Diploma in Procurement & supply

EDUCATION:

- 2021- University of the South pacific Professional Diploma in Procurement and supply
- 2019 University of the South pacific- Professional Diploma in Business Management

OTHER ACHIVEMENTS:

- Active member of NGO group which brings aid to those affected by conflict, natural disasters, Poverty
- Active member of TISI Sangam which is involved in helping our communities address social and cultural challenges.
- Fiji Red Cross-First Aid CRP Certificate
- Wormald Fire Control Service-Fire handing and procedures

WORK EXPERIENCE-From 2020 till date:

Employer – **Vision Investment ltd**

Position: **Business Development and Regional Manager**

Core Duties:

- Lead the operations team to help rake in more than 5 million dollars per annum through getting commercial, local, and international clients on board.
- Lead a team of more than 20 members to successfully run the organization including managing Finance, Budgets allocation, Human resources, Logistics and procurement.
- Strategic partnering with communities, Customers, and relevant stake holders to meet performance goals
- Develop, implement, and communicate strategic plans and marketing programs to help drive constant growth.
- Drive sustainable growth through training of staff and forging strong relationships with clients.
- Proactively identifying new business opportunities including attending meetings with local and international clients.
- Developing superior business relationships with existing and new customers, understanding their business and financial needs to appropriately structure deals and packages
- Coordination and implementation of marketing strategies and delegating tasks to achieve strategic goals in the organization.

WORK EXPERIENCE-From 2018 till 2021:

Employer – **Walesi Pte Ltd** (Owned by Fijian Government)

Position: **Business Development & Corporate Manager**

Core Duties:

- Promote the company's products/services addressing and predicting clients' objectives to help structure sales pitch accordingly.
- Proactively identifying new business opportunities and contributing to the achievement of business growth.
- Develop a growth strategy focused both on financial gain and customer satisfaction
- Coordination and implementation of marketing strategies to achieve goals in the organization.
- Developing superior business relationships with existing and new customers, understanding their business and financial needs to appropriately structure deals and packages.
- Present reports for submission to the Fijian government Board members and international stake holders on pointers for business, revenue, and business growth direction
- Supervise, lead a team of 15 team members and provide feedback and counsel to improve efficiency and effectiveness.
- Oversee and prepare all agreements/contracts with relevant vendors, client's external contractors
- Manage and create /implement strategies that are innovative, cost-effective, and incorporate the growing complexities and challenges in the business development sector of the organization.

WORK EXPERIENCE-From 2016 - 2018

Solander (Nelson New Zealand)

Position: **Business & Procurement manager**

Duties:

- Manage overall direction, coordination, evaluation, and management for the facility including Hiring staffs, managing Operations and assist 3 New Zealand expatriates including the Director.
- Lead a team of more than 20 staff from Engineers, crews, and Finance team to successfully run the Business including Authorizing Payroll, Staff incentives, Payments to Creditors, Profit and loss forecasting.
- Manage the Procurement and Logistics operations of the organization which included Procurement of goods and services from local and international suppliers.
- Overall organization of logistics and supply including operation of warehouse which has more than 10 million worth of goods, equipment, and supplies.
- Manage the Procurement and Logistics operations of the organization which included Procurement of goods and services from local and international suppliers.
- Overall organization of logistics and supply including operation of a warehouse which has more than 10 million worth of goods, equipment, and supplies.

REFEREES:

Referee 1:

Mr. Shalveen Pal-
Administration Manager- Walesi Pte Ltd
Email: shalvin@walesi.com.fj

Referee 2:

Mr. Murray Cook-
Managing Director- Solander New Zealand
Email: mjce@extra.co.nz

Referee 3: (Character reference)

Mr. Mr. Shivendra Nath - Office of the Director of Public Prosecutions
PH: +679 9350491
Email: nathlawyers@gmail.com