



Monesh Mehta

Manager

Dubai, United Arab Emirates moneshm@gmail.com
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Profile

Bringing forth a proven track record of over 25 years, working with the teams to achieve set goals and targets of the company. Experienced and effective Manager bringing valuable industry experience and a passion for management. Adept in dealing with complex issues and challenges, advising clients in a way that will enhance the end result.

Employment History

Aug 2022

Dubai

Senior Consultant Business Development at Global Business Services DMCC and Kothari Auditors & Accountants

Facilitated in empanelment with all leading banks in UAE and also with Dubai Mall.

Participated in global exhibitions and managed the stall of the company at WCOA'22 (World Congress of Accountants) in Mumbai and GloPAC'23 (Global Professional Accountants Convention) in Gandhidham, organized by WIRC (Western India Regional Council) of ICAI (Institute of Chartered Accountants of India).

Acquired proficiency in establishing network with different chapters of ICAI in India and around the world. Established contacts with consulates of different countries and attended their business meetings for networking.

Organized webinars with CAs and held physical seminars with support of WIRC to educate their members of the advantages of doing business in UAE and process of setting up of new company.

Meeting clients in person or virtually to understand their requirement and offer them best suitable Free zone or a mainland in UAE for their new company setup. Call new leads provided by company and follow up with existing clients on Whats App, Emails and Mobile calls.

Jan 2019 – Jun 2022

Dubai

Relationship Officer at Pact Employment Services

Mar 2017 – Oct 2018

Sharjah

Senior Officer at United Arab Bank

Details

Date of birth

08/10/1969

Nationality

Indian

Driving license

Yes

Links

LinkedIn

Skills

Networking

Communication & Leadership

Startup Mindset

Solution Seeker

Analytical

Team Player

Languages

English



Gujarati



Hindi



Marathi



Sep 2014 – Feb 2017

Senior Personal Banker at Mashreq Bank

Dubai

May 2013 – Aug 2014

Senior Officer at CBI - Commercial Bank International

Dubai

Sep 2010 – Apr 2013

Team Leader at ICICI Bank - Outsourced

Dubai

Supervised a team of 13 sales executives. Assisted the team members to achieve their individual targets by training, coaching and hand holding them to sell the bank products. Generated leads through exchanges & other references and oversaw the meet of clients. Accomplished monthly MIS and oversaw the approval of team submissions.

Education

University of Mumbai - Lala Lajpatrai College of Commerce & Economics

Bachlore of Commerce

Courses

AMFI - Association of Mutual Funds on India
at NSE - National Stock Exchange of India