

HARISH GOYAL

www.harishgoyal.com

PROFESSIONAL SYNOPSIS:

Pro-active and result oriented professional with over **25 years** of cross-cultural experience in all aspects of Profit & Loss Management/ Sales & Marketing/ Business Development/ Client Relationship Management across the domains of telecom, infrastructure, consumer durables, electronics and media. Built network of worldwide high performance teams in **60+ countries**; managed P&L for businesses exceeding **US\$2 Billion** revenue for global operations across 5 continents. Repeatedly produce sustained revenue and business growth in dynamic and changing markets.

SKILLS PROFILE:

BUSINESS SKILLS	DOMAIN SKILLS
Strategic & Tactical Planning	Distribution Management
Profit Centre Operations	Operations Management
Project Management	Budgetary Control
Strategic Alliances	Business Development
Business Set up	Marketing & Sales Mgmt.
Business Acquisition	International Marketing
Techno Commercial	Product Development
ROI Accountability	Advertising
Entrepreneurial Thinking	Promotional Campaigns

EMPLOYMENT HISTORY:

Zee Entertainment Enterprises Limited (ZEEL)

Aug'2014 - Present

CEO Asia Pacific and Africa

Zee Entertainment Enterprises Ltd, an Essel Group is India's leading television, media and entertainment companies. Zee is amongst the largest producers and aggregators of Hindi programming in the world, with an extensive library housing over 260K hours of TV content, with rights to more than 4000 movie titles from foremost studios and of iconic film stars. Through its strong presence worldwide, ZEEL entertains over 1.3 billion viewers across 173 countries. Zee operates 37 channels in India and a further 40 across overseas markets.

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Key Deliverables:

- Strategic leader at Zee Entertainment, the ambitious Indian broadcaster; initiated a major push to open up revenue opportunities across 70 Countries in Asia Pacific and Africa
- Developed a pipeline of opportunities including launch of successful an English GEC ZEE World across 44 Countries
- Launched another successful general entertainment channel ZEE Magic for French-speaking Markets across 26 countries
- Launched JKN Zee Magic GEC in Thai Language in Thailand
- Delivered multifold YOY General Growth and Net Contribution
- Established extensive affiliates across international geographies while building strong, motivating young high energy in-house team
- Build strong brand across international geographies as well as top performing channels/products
- Launched two mainstream, english GEC & movies Bollywood channels – Zee Bollymovies and Zee Bollynova

ACME GROUP (Acme Cleantech Solutions Ltd. & Acme Solar Ltd.)

Group Chief Marketing Officer

Aug'13 – Aug'14

A solar power company providing solutions for both thermal and photovoltaic technologies; ACME has developed capabilities for developing, constructing, and operating MW & kW scale power projects coupled with Engineering, Procurement and Construction (EPC) services to other solar power developers as well. Together with its clients and partners, it is driving the change for a greener world, to make it a reality for the future. Acme is an Energy Generation, Energy Conservation & Energy Management company.

Key Deliverables:

- Accountable for leading the LIB energy storage business and Global Business across Group Businesses
- Established Acme Cleantech strategic alliance with Samsung SDI Korea for Energy Storage Devices & instrumental in Acme Solar JV with EDF France (Electricity De France, Govt of France, world's largest electric utility company having 120 MW power generation)

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Indus Towers Limited

Dec'08 – Aug'13

Vice President & Head (Sales & Marketing)

Indus is World's largest Telecom Tower company, JV of three largest GSM operators in India- Vodafone, Bharti (Airtel) & Idea having Turnover worth US\$2 Billion in Telecom Services.

Key Deliverables:

- Executed complete business operations right from Revenue Expansion to Collections & Service Delivery; for a start-up company with company valuation USD \$15 Billion
- Played a crucial role in establishing the new venture between Vodafone, Bharti & Idea
- Performed a vital role in augmenting revenues from existing Telecom Services operators & new Licences Aircel, Tata DoCoMo, MTS Sistema
- Secured Major BSNL tender & efficiently coordinated business with Telecom companies Uninor, Videocon & Reliance Communications
- Responsible for Achieving Annual Operating Plan-AOP, Business Profitability & maintain Industry Leadership position
- Accomplished higher level of CSI (Customer Satisfaction Index) through effective deliverables & fulfilment of SLAs
- Member of Management Committee, which is apex decision making body of company

Times Innovative Media Ltd.

Feb'08 – Dec'08

Sr. Vice President (Business Acquisition & Strategic Initiatives)

A part of Times Of India (Bennett, Coleman & Co. Ltd) India's largest Media group having interest in Print, TV, Radio, Outdoor, Internet, Music & Event Management.

Key Deliverables:

- Shouldered the responsibility of strategy formulation with regard to top 15 Cities, Industry & competitor analysis
- Conceptualised & executed projects for all new acquisitions in the region. Built a strong repertoire with multiple properties owners; for land acquisitions & allied commercial affairs
- Influenced major Govt. Tendering bodies & tender terms in Out of Home domain
- Bagged the opportunity of winning Major Tenders involving long term media rights
- Set up & streamlined processes in the region; for cost & resource optimisation

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Bharti Teletech Limited

Dec'05 – Feb'08

General Manager & Head (International Business)

Bharti (Airtel Group) is India's leading Telecom giant in Telecom Services and Manufacturing/Marketing of Telecom Equipments.

Key Deliverables:

- Managed the spectrum of International Marketing, Sales & New Business Development activities for Telecom, Broadband & Allied products in 30 countries spread across 5 continents
- Functioned as a Member of Executive Committee that decides Vision & Business Strategy of Bharti.
- Responsible for managing the Brand Health, Retail/Distribution Channel, Modern Trade, Telecom operators and OEM business
- Secured major International Tenders for Telecom Terminal Equipments to Leading Telecom Operators across the world like Telefonica Spain, Mauritius Telecom, Telekom Malaysia, Omantel, Morocco Telecom and Tanzania Telecom
- Performed a vital role in establishing retail distribution channels across major International markets like Mexico, Paraguay, UAE, Vietnam, Ethiopia, Tunisia and Zambia
- Distinctively bagged OEM business with Thomson-Alcatel, Walmart & Home Depot Stores in Mexico, Carrefour in Tunisia and Hyundai in Korea
- Efficiently coordinated the development of country specific Products/Packaging/Manuals in local languages & secured approvals from Telecom/Local Bodies
- Established 3rd Country Exports for products outsourced from other countries (China/Taiwan)
- Received the "National Award" for Highest Telecommunication Equipment Exports & Development of New Markets

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Cosmo Ferrites Limited, Delhi

Sep'89 – Nov'05

Growth Path:

2002 – 2005: General Manager & Head (Marketing)

Key Deliverables:

- Managed the Domestic & International Sales/Marketing, Business Development, SCM activities
- Functioned as the Head of Sales/Marketing/Logistics Team
- Successfully expanded the distribution network by appointing distributors in major markets across India, USA, Germany, UK, China, Taiwan, Ukraine, Spain, Czech Republic, Poland, Argentina, Brazil, Singapore, Slovenia, Denmark and Finland
- Secured approvals from major OEM's in the Lighting Industry, EMI Filter Industry, Telecom and White Goods Filter maker's across Europe & China
- Pivotal in negotiating for key raw materials & production equipments imports from Asia and Europe

1995 – 2002: Manager (Domestic Sales & Export Marketing)

1992 – 1995: Assistant Manager (Sales & Application Support)

1989 – 1992: Sr. Engineer (Quality Control, Production and Technical Services Dept.)

ACADEMIC CREDENTIALS:

1999 Masters (International Trade), Indian Institute of Foreign Trade (IIFT), Delhi

1989 B.E. (Electronics), Nagpur University

CERTIFICATIONS:

TQMI Six Sigma Green Belt Certificate

IIFT Export Marketing and Documentation Certificate

PERSONAL DOSSIER:

- Contact Numbers: +65 985 72197, +91 98102 60813, +27 6051 87386
- Email: hello@harishgoyal.com
- Personal Website: www.harishgoyal.com
- Lives in Singapore, South African Permanent Residency, Indian Passport