**[Business Development International](https://www.postjobfree.com/resume/adzgkq/business-development-allentown-pa)**

**Location:**Allentown, PA

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**Contact Info:**

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**Resume:**

Srinivasan Marghasahayam

Senior Management/Advisory

Profile

International Business & Financial Management, Board Member. Technical expertise, worldwide market exposure, and adaptability. International marketing and global presence due to years of exposure in key sectors like telecom, oil & gas, and hospitality consulting/advisory activities at board/senior management level.

Employment History

Business Advisory Services, Independent Member on Board at Sescat Global (Consultant to lead HNRI Group), Bengaluru, IN 2017 — 2022

Review and advise on commercial and strategic options to foster new business, Business Valuation, improve asset usage, drive operational efficiency and long-term sustainable growth strategies including critical Project managements.

Interact with auditors, service suppliers, and government agencies and sign financial institution and expenditure permission/approval documents. As an owner representative, I managed performance, built a good relationship with the brand/operator, and maximized hotel assets(740 Keys) operational potential to maximize value for the owner(s).

Coordinate daily with the GMs of the Indian hotel assets, reviews capital expenditure, challenges the annual budget, interacts with external stakeholders, and ensures all new capital projects have a good ROI and IRR while building a good relationship with the brand/operator. I supported toll collection reviews, board meetings, litigation, and due diligence until the sale. Involved in arbitration of government asset confiscation and was an alternate bank signatory.

Economic Advisor, Oil & Gas Affairs at Middle Eastern Government, Oman

2003 — 2015

Assess commercial and strategic options to maximize asset use and improve operational efficiency for the government and organization. (Energy Planning Energy Efficiency, Power Purchase )

Offer advice on producing companies’ performance, including contractor HSE review, smart drilling, and best practice envelope, Project NPV and actively pursue new operating models and efficiency.

Assess the Country’s public financial yearly report with MNCs, Big Four corporations, and the World Bank.

Evaluate Governments upstream, midstream, and downstream investments and advise on policy and future acquisitions. Member of the Board Audit Committee.

Aid in analyzing Governments midstream and downstream investments, Details

Allentown, PA, United States,

1-405-982-0373

srinimar@gmail.com;

srinimar@yahoo.com.

Links

LinkedIn

Skills

Advisory & Leadership

International Business /

International exposure

Organizational Skills and ability to

manage Multiple Tasks in Parallel

Project Management

/Planning/Coordination

Excellent Contract Negotiation

/Contract Management

Vendor Management

International Banking and

Finance

Global Market exposure

Well versed with Integrated

Finance and Business Models-

Business Development/Business

Planning & Process

Expertise in Oil & Gas Business

(E&P) with core focuses in upstream,

Hospitality Management &

Activated Carbon Manufacturing

Well versed with Office Business

applications.

advise on policies and new acquisition proposals, and evaluate Board Member operational performance through KPI, scorecard, and HR local content assessment. Member Technical Board, Tender Board, Finance & Audit & HR Board Committees.

Senior Contracts Manager at Williams Communication Group, United States

1999 — 2003

Negotiated and bought Off-Net PL circuits, reducing leased line expenses, and saving the company millions.

Managed daily procurement needs, developed company processes, and found new cost-effective and profitable ways.

Managing and evaluating global market potential for William’s International Voice Services Business, formulating, and presenting business plans, and finding new revenue prospects.

Developing new international carriers and goods, infrastructure, and cost- effective ways to retain profitability.

Key inputs for all Williams foreign projects and RFI analysis to select preferred vendors.

International Business Consultant at Sescat LLC, United States 1996 — 1999

Expert – Oil Income at Middle Eastern Government, Oman 1981 — 1994

Senior Audit Officer at Panth & Co, Public Accountants, India 1977 — 1979

,Including valuatio Education

Project Management Professional, PMP-USA

MBA, San Jose, CA,USA

Emphasis in International Business & Financial Management Management Accounting Internship (Chartered Accountancy) Master of Commerce in Finance, India

Bachelor of Law, India (course completed)

Bachelor of Commerce, India

Courses

Oracle PL/SQL

Currently pursuing SAP-FICO Certification -USA