

ABID SHAFI

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Results-oriented Design Engineering, GIS Professional, Business Development Leader, and Entrepreneur with over 18 years of experience delivering innovative geospatial solutions to global clients across diverse industries. Proven expertise in managing international projects and executing market strategies that drive business growth across multiple regions. Skilled in navigating complex international markets, building long-term client relationships, and negotiating high-value contracts. Adept at leading cross-cultural teams and spearheading marketing initiatives that generate sustainable results and exceed client expectations.

SKILLS

- 18+ Years of Global Customer Management and Strategic Relationship Building
- Expertise in GIS Solutions, Mapping and Advanced Design Engineering Techniques
- Business Ownership, Entrepreneurial Leadership, and Strategic Vision
- International Marketing Strategy, Market Penetration, and Brand Expansion
- Proficient in GIS, 3D Modeling, Design Engineering, and Technical Solutions Development
- Skilled in Contract Negotiation, Vendor Management, and Building Strategic Partnerships
- Project Management, with Proven Leadership in Cross-Cultural Team Coordination
- Revenue Growth, Financial Planning, and Budget Optimization for Operational Success

WORK HISTORY

Business Development Manager (Remote)

01/2022 to Current

Royal Technocrats, Inc - Katy Texas, USA

- Directed international business development efforts, growing client portfolios.
- Established partnerships with global customers, leading to multi-year contracts.
- Provided strategic Design Engineering, CAD Drawings, BIM Modeling and GIS solutions to international corporations, improving data visualization and decision-making processes.
- Enhanced client retention rates by implementing tailored solutions and maintaining exceptional service delivery.

Business Manager

01/2021 to Current

GeoPoint Solution - New Delhi, India

- Founded and led GeoPoint Solution, driving growth through innovative Design engineering and geospatial services for a global client base.
- Developed and executed international marketing strategies, increasing brand visibility and expanding into new markets.
- Conducted market research to identify new business opportunities and optimize service offerings for diverse regions.
- Managed full operational functions, overseeing workflows, resource allocation, and project execution to ensure seamless service delivery.
- Led cross-functional teams to deliver customized solutions, exceeding client expectations and fostering long-term relationships.
- Streamlined internal processes, improving operational efficiency and boosting overall company performance.

Co-Founder and Operation Manager

05/2018 to 12/2020

Applied GeoTech Solutions Private Limited - New Delhi, India

- Founded and grew a successful business, delivering innovative geospatial and design engineering solutions to a global clientele.
- Devised and implemented international marketing strategies, driving brand recognition and expanding the customer base across diverse markets.
- Conducted in-depth market research to identify growth opportunities and led the expansion into new regions, increasing revenue streams.
- Managed daily operations, optimizing workflows and resource allocation to ensure operational efficiency and high-quality service delivery.
- Collaborated with multicultural teams to create and execute localized campaigns, enhancing customer engagement and brand loyalty.
- Oversaw project management processes, ensuring timely delivery of solutions and fostering long-term client relationships.

Co-Founder and Project Manager (Remote)

09/2016 to 04/2018

Pan Tech World, LLC - Houston, Texas USA

- Led cross-functional teams to deliver high-impact projects on time and within budget, ensuring client satisfaction.
- Oversaw project lifecycles, from initiation to completion, with a focus on efficiency and quality assurance.
- Developed and maintained client relationships, securing repeat business and fostering long-term partnerships.
- Managed resource allocation and workflow optimization, driving operational excellence and profitability.
- Spearheaded the integration of innovative technologies to enhance project outcomes and align with client needs.

Projects and Business Development Manager

04/2016 to 08/2016

GIS Trans Solutions Private Limited - New Delhi, India

- Managed end-to-end project execution for GIS and geospatial solutions, ensuring timely delivery and alignment with client objectives.
- Led business development initiatives, identifying new opportunities and expanding the client portfolio.
- Negotiated contracts and established partnerships, driving revenue growth and market presence.
- Collaborated with technical teams to design customized solutions, meeting complex customer requirements.
- Conducted market analysis and developed strategic plans to penetrate emerging markets and industries.

Projects and Business Development Manager

03/2010 to 04/2016

Adroitec Information Systems Limited- New Delhi India

- Managed team operations to ensure smooth coordination across departments, optimizing efficiency and enhancing collaboration on key projects.
- Led the delivery of complex projects, ensuring alignment with client specifications, timely completion, and adherence to budget constraints.
- Drove business development strategies, identifying new opportunities and expanding the company's footprint in target markets.
- Developed and maintained strong client relationships, ensuring satisfaction and fostering long-term business partnerships.
- Collaborated with cross-functional teams to deliver tailored technology solutions, addressing diverse client needs.
- Conducted market analysis and competitive research to inform strategic decisions, contributing to overall business growth.

Project Manager

01/2010 to 03/2010

Dimension India Network Private Limited- New Delhi India

- Managed the planning, execution, and delivery of GIS projects, ensuring alignment with client requirements and project objectives.
- Coordinated with cross-functional teams to design, develop, and implement GIS solutions for a diverse client base.
- Oversaw the day-to-day management of project timelines, budgets, and resources, ensuring successful and timely completion.
- Delivered customized geospatial solutions, optimizing clients' operational workflows and decision-making processes.
- Worked closely with clients to gather requirements, provide regular project updates, and address any issues that arose.
- Conducted quality assurance and testing to ensure the highest standards of deliverables and client satisfaction.

Project Manager

09/2004 to 01/2010

iServices India Private Limited- New Delhi India

- Led the planning, execution, and management of CAD and GIS projects, ensuring timely delivery of high-quality solutions.
- Coordinated with internal teams and clients to define project scope, requirements, and deliverables, ensuring all objectives were met.
- Managed project timelines, budgets, and resources, ensuring efficient use of resources and adherence to deadlines.
- Designed and implemented CAD and GIS solutions tailored to client needs, improving operational efficiencies and decision-making.
- Conducted regular project reviews and status updates with clients, addressing concerns and ensuring alignment with goals.
- Supervised project teams, providing guidance, support, and mentorship to ensure successful project outcomes.

EDUCATION

- **Diploma in GEO-Informatics**
NAM Institute of Professional Studies, New Delhi
- **MBA: Operations Management**
Bundelkhand University, Jhansi
- **Bachelor of Science**
NREC Collage Khurja, Meerut University
- **Intermediate**
The Uttar Pradesh State Board of High School and Intermediate Education
- **High School**
The Uttar Pradesh State Board of High School and Intermediate Education

PERSONAL PARTICULARS

Date of Birth: June 1981
Nationality: Indian
Marital Status: Married
Passport: S0617215
Language Know: English, Hindi and Urdu

REFERENCES

References available upon request

DECLARATION

I hereby declare that the information provided in this resume is true and correct to the best of my knowledge and belief. I understand that any false information may lead to the rejection of my application or termination of employment.

Thank you, ABID