

# PATHROSE MATHEW

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## Personal Details

Gender : Male  
Nationality : Indian  
Marital Status : Married  
Date of Birth : 11th June 1972  
Address : F- 54 D MIG Flats, Hari Nagar, Near Hari Nagar Clock Tower, New Delhi - 110064

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*A result oriented professional with expertise in promoting the organization's business, seeking an opportunity to contribute to the development of the organization*

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## SUMMARY

- A dynamic professional with overall **20+ years, including 8+ years** of experience in the management, oversight, identification, and assessment of the business development opportunities in the Aviation sector
- Adept at developing sales & marketing strategies to penetrate new markets, thereby boosting the organization's revenue
- Deft at establishing goals to achieve the market-share objective and profitability of products and services
- Competent in managing and reviewing the market intelligence data for capitalizing the market opportunities and reducing the impact of competitive activity
- Adroit at building & maintaining strong relationship with decision makers in key accounts, while delivering excellent customer service in expeditiously transforming business environments
- Efficiently stays abreast of market trends to identify potential challenges and opportunities (short and long term)
- Proven expertise in delivering presentations & product demonstrations to clients
- Successful at motivating staff through clear communication and outstanding organizational skills

## SKILL SET

- International Business Development
- Aircraft Parts and Engine Sales
- Ground Support Equipment Sales
- New Business Generation
- Aircraft Brokerage
- Simulator Sales
- Exploring New Markets
- Aircraft & Parts Sourcing
- MRO Brokerage

## EDUCATION

- Master of Business Administration in Marketing Management from Sikkim Manipal University – Distance Education, New Delhi, India in 2012
- Bachelor of Arts in General Studies from Delhi University, New Delhi, India in 1993

## GLOBAL EXPOSURE

- Travelled to Singapore and South Africa for business related purposes
- Worked in UAE
- Worked with teams from the USA

## WORK EXPERIENCE

### **Kinetic Aviation LLC, New Delhi, Delhi, India**

#### **VP Business Development**

**July 2014 - Till Date**

##### **Key Responsibilities**

- Driving the sales & marketing of new and used aircraft, helicopters, and fixed wing across global markets
- Selling the aircraft spare parts, lubricants, ground support & maintenance equipment's
- Facilitating Financing/Refinancing, and Leasing Options among airlines, flying schools, MRO companies via the related organization
- Cemented and maintained partnerships with stakeholders in the aviation sector to increase the organization's revenue
- Sourcing of Aircraft, parts and engines based on client's requirement.
- Establishing relationship with current and new airline organizations via frequent personal visits

### **Star Aviation Pvt Ltd, Gurgaon, Haryana, India**

#### **Senior Manager - Business Development**

**May 2009 - Jun 2014**

##### **Key Responsibilities**

- Interfaced with airline, air charter firms, and aircraft brokers across the globe for off market used aircraft and used aircraft engines, parts, and equipment
- Liaised with different international suppliers for order processing and on time delivery of the parts and services
- Identified new business opportunities and partnerships for MRO services, used aircrafts and spare parts
- Promoted the Aircraft Maintenance Engineering (AME) courses performed by the sister company Star Aviation Academic

### **Liberty Automobiles LLC, Sharjah, United Arab Emirates**

#### **Fleet Sales Executive**

**Dec 2007 - Mar 2009**

##### **Key Responsibilities**

- Actively involved in improving profitability, sales, and market share via the execution of strategic sales plans for Promoting the sales, leasing & exports of CHEVROLET, OPEL, CADILLAC and HUMMER via individuals/ car Rental firms/ taxi firms/ corporate clients in Sharjah

### **AL Naboodah Swaidan Trading LLC, Dubai, United Arab Emirates**

#### **Fleet Sales Executive**

**May 2006 - Mar 2007**

##### **Key Responsibilities**

- Advocated the sales of the PEUGEOT Brand of automobiles in the territories of Sharjah & Northern Emirates

### **Suhail Bahwan Automobiles LLC, Ruwi, Masqat, Oman)**

#### **Executive Vehicle Sales**

**March 2005 - Feb 2006**

##### **Key Responsibilities**

- Advocated the sales of Nissan and Renault brands of automobiles

### **Automobile Kashyap, New Delhi, India**

#### **Assistant Manager Diplomatic Sales**

**Oct 1996 - Feb 2005**

##### **Key Responsibilities**

- Leveraged relationship with the diplomatic community in India to promote the sales of BMW, Audi, Volkswagen & Skoda Cars Passenger automobiles
- Interfaced with clients to comprehend their requirements and maintained the client database
- Collaborated with the Principles for the quick delivery of the vehicles (Germany & Czech republic)
- Communicated with different freight-forwarding firms to ensure the clearing of vehicles from the customs port in India

## AVAILABILITY

- Planning to relocate immediately / Do not possess a bond with current employer

**LANGUAGE SKILLS:** Proficient in English