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Nationality: Indian

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## ABOUT MYSELF

A business driven and people focused leader with over 2 decades of successful experience in human capital services, fashion & lifestyle apparel, footwear & accessories, media & publishing, consumer retail banking products and information technology solutions

My expertise are in executive search, professional search, sales & business development, retail operations and expansion, channel management, client & key account management, distribution, strategic growth, partnerships and new market expansion.

I have been part of several brand/product and services launches across different markets and have experience and expertise in setting up of new businesses from scratch in new/emerging markets

## PROFESSIONAL EXPERIENCE

### QuestW Talent Solutions Pvt Ltd

May'21-Present

#### Director, India

I am responsible for the Sales, Strategic Growth as well as Partnerships of the Executive Search and Professional Search practise for India. I lead a team of Senior Talent Partners, Talent Coordinators, Sourcing Partners and Research & Insights Associates who are based in different locations.

#### Notable Contributions:

- Involved in the initiation of India entity of QuestW and launch of sub brand TrekW
- Build the search team to over 30 members in little over a year
- Onboarded partners for various services including payroll, job boards, insurance etc
- Signed new clients for the Executive and Professional Search practice's
- Initiated partnerships with associations like CII, NHRD etc

### Personnel Search Services Pvt Ltd

May'20-May'21

#### Resident Director, Bengaluru & Chennai

I managed the P&L of both Chennai and Bengaluru locations. My team of consultants across BFSI, IT & ITES, CPE, CRS, PHL verticals were based both in Chennai as well as Bengaluru.

#### Notable Contributions:

- Rebuilt the teams both in Bengaluru and Chennai
- Revived dormant clients and signed new clients

### Randstad India Private Limited

Sep'13-May'20

#### General Manager – Sales & Global Enterprise Accounts – Consumer, Retail & Services

I was responsible for the Pan India sales as well as key account management of global enterprise accounts in consumer, retail and services sectors.

#### Notable Contributions:

- Distinction of partnering with large global strategic clients in the Consumer, Retail, and Services sector.
- Winner of CEO Club award for outstanding business.
- Winner of Randstad India Service Excellence (RISE) award for exceptional performance.
- Led a team of high performers who had won CEO Club as well as RISE awards
- Highest contribution in sales for location, Line of Business and strategic account's vertical.

**Senior Group Manager – Business Development**

Elevated as Senior Group Manager for Business Development in 2016

**Associate Client Partner - Executive Search – Consumer, Retail & Services**

Elevated as Associate Client partner Executive Search in 2014 handling companies in consumer, retail, and services.

**Senior Consultant – Executive Search – Consumer, Retail & Services**

Initially started as a senior consultant for Executive Search in 2013

**Raymond Limited****Nov'07-Aug'13****Regional Sales Manager - South India**

Handled sales & distribution of four leading menswear apparel brands namely Park Avenue, Parx, Raymond Premium Apparel, and Color Plus across south India managing over 100 crores of top line business.

**ITC Limited (Lifestyle Retailing Business Division)****Oct'02-Nov'07****Area Sales Manager - South India**

Handled retail operations & retail business development of FOFO "Wills Lifestyle" EBO's as well as sales & distribution business of "Wills Lifestyle" portfolio of fashion apparel brands in the south region of Andhra Pradesh, Telangana, Tamilnadu, Kerala, Karnataka and Pondicherry with a team comprising of area sales executives, store managers, customer facilitators and associate CSAs based in all southern states.

**Bata India Ltd.****Jan'99-Sep'02****District Manager**

Handled retail operations and retail business development for Andhra Pradesh, Telangana, Tamil Nadu and Karnataka leading a team of over 20 senior showroom manager's and more than 100 showroom sales staff.

**Tata Donnelley Ltd ( now renamed as Infomedia Press Ltd)****Jan'98 –Dec'98****Sales Executive**

Handled the space selling in directories Tata Press Yellow Pages and Tata Press Exporters Pages covering the markets in Coimbatore, Salem, Erode and Tirupur.

**Career Break to pursue full time MBA ( 1995-1997)****ANZ Grindlays Bank (DSA:A Cutting Edge)****Aug'94 –Jul'95****Sales Executive**

Responsible for the sales of consumer retail banking products like saving account, current account, fixed deposit, and credit cards to individual customers and corporates in Coimbatore.

**Update Systems (Dealers in I.T Products)****Sep'93 –Jul'94****Sales Executive**

Handled the sales of I.T hardware & peripherals, representing major brands like Zenith Computers, TVS printers, etc covering the markets in Coimbatore, Erode, Salem, Madurai, Trichy, and Tirupur.

**ACADEMICS**

- M.B.A (Marketing & HR) - Bharathiar University, Coimbatore, 1995-97.
- B.Sc. (Computer Science) - Bharathiar University, Coimbatore, 1990-93.