



# DR. NISHANT JOSHI

## CONTACT

-  DUBAI, UAE
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## SKILLS

- Policy enforcement
- Logistics management
- Contract negotiation
- Financial management
- Consulting
- Revenue growth
- Business administration
- Industry partnership development

## SUMMARY

Forward-thinking **Director** brings proven record of success in exceeding targets to deliver measurable results and substantial improvements. Expert in motivating operational changes to revitalise, revamp and redirect teams. Decisive leader and strategic planner specialising in **International Business**.

## EXPERIENCE

**Director**, 08/2016 - Current

**HF Universal Private Limited** - Indore , India

- Managed daily operations by overseeing financials, Key Performance Indicators (KPIs) and employee performance.
- Leveraged network to secure new clients and partnership opportunities.
- Improved product quality through detailed audits and process enhancements.
- Managed client relationships to boost retention and maximise revenue.
- Expanded client base with strong lead generation strategy.
- Devised marketing objectives and advertising strategies to drive maximum Return On Investment (ROI) of promotional efforts.

**General Manager**, 07/2013 - 08/2016

**Prestige Feed Mills Limited** - Indore , India

- Developed research strategies to assess market demand for new offerings.
- Employed external sales and promotions teams to maximise campaign reach and revenue.
- Identified market gaps for new and updated products and services.
- Liaised with stakeholders to identify key sales objectives and devise strategies to achieve goals.
- Monitored consumer patterns, anticipating changes and maintaining marketing strategy relevance in dynamic landscape.

## EDUCATION

**Ph.D.:** International Marketing Strategies , 2013

**Banasthali Vidyapeeth** - Jaipur, Rajasthan, India

**MBA:** Foreign Trade , 2008

**IPS Academy, Devi Ahilya University** - Indore, Madhya Pradesh, India

**M.Com:** Finance and Taxation , 2003

**Devi Ahilya University** - Indore

**Bachelor of Commerce:** Finance and Taxation , 2001

**Devi Ahilya University** - Indore

## PUBLISHED RESEARCH

**Books Written and Edited :**

- Gravity, Sunrise Publication, New Delhi May 17, 2011 Authors: NISHANT JOSHI , It's an edited volume marketing research papers indexed and available on public viewing on SSRN
- Company law and Secretarial Practices, Sunrise Publication, New Delhi June 5, 2011, A text book on Indian Companies Act.

**Research Papers in Internationally Indexed Books and Journals:**

- Sharma Jiteendra, Joshi Nishant and Mehta Dharmendra (2009), M-commerce; An Exploratory Research, In Yogeshwari Phatak, R.K.Sharma, Alok Bansal, Ashwini Sharma (Ed) Innovative IT practices for Organisational Excellence , New Delhi, Excel Books (ISBN 978-81-7446-759-1)
- Joshi Nishant, Sharma R.K (2010), Global Crisis local effects, In Yogeshwari Phatak, Ajith Upadhyay, Deepak Jarolia (Ed) Managing In The New World Order: Strategies For Sustainable Business Development , New Delhi, Excel Books.( ISBN: 978-81-7446-815-4 )
- Joshi Nishant and Joshi Neha (2010), Socially Responsible MSMEs: A need of the hour, in Nishith Dubey, Ira Bapna (Ed) Transforming Present Economic Challenges into Global Prosperity, New Delhi, Excel Books (ISBN 978-81-7446- 824-6)
  - Sharma.R.K and Joshi Nishant (2010), Performance Management System in Academic Institutions in Sitanshu Panda, N.Shiva Rama Krishna (Ed), Hyderabad, Excel Books. (ISBN 978-81
- Joshi Nishant, Sharma R.K (2010) , Revealed Comparative Advantage of Indian soybean meal exports , Deliberative Research Journal, Vol-6; Issue -6, ISSN 0976-1136
- Joshi Nishant, Sharma R.K (2010), Impact of Globalisation on Stock Exchange Return; A Case of FII Investments in India, in K.D.Gaur, Rohini Prasad, Hitendra Bargal (Ed) Globalisation and Indian Economy, New Delhi, Sunrise Publication . (ISBN 978-81-91002-7-0)
  - Joshi Nishant, Sharma R.K and Joshi Neha(2011), Empirics of the Exploits and recognition of Mobile Banking, A New Pragmatic Maxim, in Nitesh Bhatt and Bindi Mehta (Ed) Managing in Turbulent Times; Enterprise Initiatives and Technology Implication, New Delhi, Excel Books( ISBN 93-80697-45-7)
  - Joshi Nishant, Sharma R.K and Joshi Neha(2011), An Econometric Assessment of Relational Interaction between Higher Education and Economic Growth in India, in Yogeshwari Phatak, Deepak Jaroliya and Rupal Chowdhary (Ed) Value Creation for Competitive Differentiation; Emerging Financial and Technological Trends, New Delhi, Excel Books.(ISBN 978-81-7446-929-8)
- Joshi Nishant, Sharma R.K and Joshi Neha(2011), Modeling a Rustic Development through CSR Practices, in Rajendra Jain, Abhishek Tripathi and Deepak yadav (Ed) Managing Business Development in Globalised World; Strategies for Excellence.( ISBN 978-81- 7446-927-4)
- Joshi Nishant, Sharma R.K, Sidique Nisha and Shiv Prasad (2011), "Let Block Heads Read what Block Heads Wrote, A Case of Sheetal Exports", Share Study Journal of Multi Disciplinary Research. Vol.02, Issue 02, Pp 98-101(ISSN NO. 09764712) the paper is indexed in SSRN and is available on public viewing
- Joshi Nishant (2011), An Empirical analysis on consumer perception of selected malls in Indore City of Madhya Pradesh, in R.K.Sharma and Nishant Joshi (Ed) Gravity.(ISBN 978-93-8096-609-0) the paper is indexed in SSRN and is available on public viewing
- Joshi Nishant (2011), Gauging Service Loyalty among Banking Consumers of Indore City of Madhya Pradesh, in R.K.Sharma and Nishant Joshi (Ed) Gravity.(ISBN 978-93-8096-609-0) the paper is indexed in SSRN and is available on public viewing
  - Managing Banking in Turbulent Times", In Indore Manager, Published by Indore Management Association, LMA of Indian Management Association, Dec 2011 Edition

- Nishant Joshi and Dr. Karunesh Saxena (2012). SERVLOYLAL Amongst Bank Customers of Indore, An Exploratory Research. Proceedings of 1st International Conference on Business, Economics, Management and Behavioral Sciences Held On Jan 7-8, 2012 in Dubai, UAE. (ISBN NO. 978-81-922428-4-2)
- Joshi Nishant, Sharma Dharmendra and Uttarwar Kartik (2012), "Taste It and Tell It To Others", Journal of Multidisciplinary Research and Studies, Jan 2012, Vol. 03, pp. 109-110. (ISSN: 09764712).
- Nishant Joshi and Dr. R.K.Sharma (2012) Influence of state Owned Financial Corporation on the Growth of MSME in the Central Province of India. Proceedings of First International Conference on Humanities, Geography and Economics (ICHGE'2012) held on march18-19,2012 in Bangkok, Thailand. (ISBN No. 978-81-922428-6-6)
- Dr. Sachin Mittal, Nishant Joshi and Kapil Shrimal (2012) Empirics on Working Capital Management; A Case of Indian Cement Industry First International Conference on Humanities, Geography and Economics (ICHGE'2012) Bangkok,Thailand March 17-18, 2012 (ISBN No. 978-81-922428-6-6).
- Avi Patodi, Nishant Joshi and Dr. R.K.Sharma (2012) Robustness Exploration of Diamond
- Exports from India; A Descriptive Study in the Proceeding of 2nd International Conference on Humanities, Geography and Economics (2nd ICHGE'2012) Singapore April 29, 2012 (ISBN No. 978-81-922428-8-6).
- Neha joshi, Dr.C.K.Goyal and Nishant Joshi (2012) Synthetic Model of Evaluation of MSME in India in the Proceeding of 2nd International Conference on Humanities, Geography and Economics (2nd ICHGE'2012) Singapore April 29, 2012. (ISBN No. 978-81-922428-8-6).
- NISHANT JOSHI and Karunesh Saxena Emerging Leadership in Exports of Indian Origin Soy Meal: A Descriptive Study INTENSITY: IJASSR/ Center for Applied Social Science Research December 6, 2012

#### **Policy Papers:**

- BASEL ACCORD: Implication for Indian Banking Sector  
Authors: NISHANT JOSHI and Swaranjeet Arora S.P.No. PIMR/2012/04, 2012. The Status Papers reviews the journey of Indian Bank risk management practices and the implementation of Basel Accord. The paper also discusses the implications of BASEL III on Indian banking sector
- Transforming Indian Retail through FDI  
Co authored with Dr. Nitin Tanted and Dr. Yogeshwari Phatak (S.P.No. PIMR/2012/02, 2012.)

## **PERSONAL DETAILS**

**Passport Number** : Z28918995

**Country of Issue** : India

**Date of Birth** : 14-December-1980

**Wife** : Mrs. Neha Joshi

**Children** : Master Atharv Joshi & Miss Pihu Joshi

**Permanent Address** :

107 Abhiman Tower,98-99 Dhanwantari Nagar

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Madhya Pradesh, India