



VIJAY GAIKWAD

Print Packaging Professional
Analog & Digital - Middle East & Africa

CONTACT:

+971 56161 2911
gaikwadvijay80@gmail.com
Dubai, United Arab Emirates

EDUCATION: MAJOR & CERTI

Strategy & Operations (IBMI) - 2026
MBA (Distance) MSU - 2014- 2015
Bachelor in Print Tech.- 2002- 2006
Diploma in Print Tech. - 1999-2002

PROFESSIONAL SKILLS:

Inkjet Solutions – Label & Flexible
Toner Presses - Commercial Print
Flexo Plates & Repro Equipment
Flexo Inks and Coatings
Offset Plates & Repro Equipment

SKILLS:

Business Management
Analytical & Technical
Commercial Negotiations
Flexible & Team Player



PROFILE:

With over two decades of rich experience in the vibrant industries of **Labeling, Flexible Packaging, Corrugation, and Offset Printing** throughout the Middle East and Africa, I have honed my skills in engaging with key decision-makers and formulating effective business strategies. This diverse expertise allows me to pinpoint opportunities and assess risks, enabling me to deliver solutions that not only enhance customer satisfaction but also drive organizational profitability.



WORK EXPERIENCE:

FUJIFILM MIDDLE EAST FZE (HQ JAPAN) - Dubai, UAE

Product Manager – Flexo & Commercial Solutions - Middle East & Africa
Nov 2020 – Till Date

- Identification of the emerging market, its shift & product positioning.
- Implementation of strategic business plan for middle east and Africa.
- Monitoring sales & performance activities of sales team/partners.
- Budgeting for the product line by considering sales & volume.
- Forecast, sales, revenue & team performance reporting with clear goals.
- Customer & dealer management with strict compliance policies.
- Distributor & customer engagement with training and Edu seminars

FP790 Inkjet Flexible Press - Flexo Plates & Ctp - Flexo Inks & Coatings

EMIRATES TRANS GRAPHICS (ALI ALHASHEMI) - Dubai, UAE

Territory Manager – Flexo & offset Solutions - Middle East & Africa
Oct 2013 - Nov 2020

- Strategize, lead & implement sales plan for assigned product lines.
- Understand client's core business needs to offer them realistic solution.
- Build & monitor sales pipelines to ensure population of opportunities.
- Maintain strong consultative relationships with key clients.
- New products development with key members of teams.

Screen L350 UV Label Press - MGI Inkjet Embellishment - Screen Ctp

BRAND CONNECT:

Sales & Marketing

Screen - L350 UV
Xeikon - Label Presses
MGI, France - Inkjet Varnish Sol
Thermoflex & Amsky - Flexo Sol
AG, Italy - Flexo Sol
Fujifilm & Screen - Offset Sol
Kodak - Offset Sol
Many more.

INDUSTRY CONNECT:

Drupa
Label Expo
Interpack
China print
Pacprocess
MEA Packaging shows

MAJOR COLLEGE PROJECT

Flexo Print process standardization
Sponsored by Omnova USA

PROFESSIONAL ACHIEVEMENTS:

LINKED IN PROFILE

<https://www.linkedin.com/in/vijay-gaikwad-a45aab53/>

FUJIFILM INDIA PVT LTD (HQ JAPAN) - Mumbai, India
Product Manager – Offset Solutions - West Region, India
June 2011 – Oct 2013

- Builds and orchestrates sales pipeline activity.
- Directly responsible to achieve regional target as agreed.
- Maintain strong consultative relationships with channels & the clients.
- Ensures active nurturing of leads to convert them into opportunities.
- Sales, forecast, Revenue reporting with clear goal for fiscal year.

[Screen CTP - Workflows - Thermal Plates - Acuity Inkjet wide format](#)

KODAK INDIA PVT LTD (HQ US) - Bangalore, India
Area Sales Manager – Flexo & Offset Solutions - South, India
Sept 2008 – June 2013

- Establishes a professional working relationship with clients.
- Develops a core understanding of their business needs to offer sol.
- Builds & follow sales pipelines to ensure continuous Opportunities. Analyzes overall win rates and win/loss ratios.
- Maintain and use overall cross-portfolio knowledge.
- Directly responsible to achieve regional target as agreed.

[Kodak CTP - Workflows - Thermal & Flexo Plates](#)

SILVERPOINT PRESS PVT LTD - Mumbai, India
Assistant Manager – Press Operations
Feb 2007 - Sept 2008

- Continually review job tasks and work with subordinates to create Cost. saving measures and ideas to improve quality, service, and safety.
 - Observe work, monitor equipment, reports and other indicators to ensure that operators conform to production and processing standards.
 - Motivating and encouraging team to achieve production targets.
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THOMSON PRESS - Faridabad, India
Production Executive – Press Operations
July 2007 - Feb 2007

- Consistently meet Daily Productivity goals set forth in the Print schedule.
- Daily review of Production Reports to ensure production and waste goals are achieved. Report this to concern authorities.
- Ensure a safe Work Environment is maintained in all respects.