

Abbasali Gabula

Associate Director, External Relations

Email: abbas@spjmr.org

MBA (IMD, Geneva) BE (Mechanical)

An MBA from IMD, Geneva and BE in Mechanical Engineer from VJTI, Mumbai University.

CAREER HISTORY

SPJIMR | Mumbai

January 2018- Present

Associate Director, External Relations

SPJIMR | Mumbai

October 2010 - December 2018

Deputy Director, External Relations

- Looking after corporate relations, alumni relations and media relations.
- Heading the administration function of the Institute.

Barodawala Properties Private Limited | Mumbai

1981 - Present

Director

Zenith Tins Private Limited | Mumbai

July 1979 - Present

Director

- Successfully brought in new customers and increased sales to existing customers.
- Developed markets for Indian Food Products in Japan.
- Initiated and implemented computerisation program for Payroll, Inventory Control, and Bookkeeping Systems.
- Organised and motivated staff in collecting \$1m in a week (normal \$250k) to retire bank documents on time, saving heavy demurrage charges.

SPJIMR | Mumbai

Chairperson, External Relations

July 2001 – September 2010

- Establishing and maintaining relationships with corporate, media and alumni

Visu Consultants Ltd

April 1998 – May 2001

Vice-President

- Successfully launched operations in Sharjah, Dubai and Abu Dhabi
- Signed MOU with SAIF Zone for 450 + companies for web development
- Bagged prestigious contracts for E Commerce enabled sites

Sultanallys

1988- 1998

CEO

- Successfully started the company and arranged for partnering with top market leaders in the IT Industry such as Motorola, HCL, Tata, Godrej, etc
- Increased turnover from \$1m in 1989 to \$3.5m in 1995

- First distributor appointed by Hutchison Max Telecom for cellular phones and Page point services for pagers.
- Stood First in performance for Hutchison Max Telecom and Motorola and won performance awards.
- Successfully downsized the operations from over 200 people to less than 20 and from 11 branches to 2, when the business environment took a downturn.

RESEARCH & PUBLICATIONS

- **Challenges in B school Curricula** Vol No. 2 May 2012 of the Journal of Applied Management and Investments.
- **B School Blues** Jan 1, 2013 publication description Journal of Applied Management and Investments
- **Attitude Building in Management Education** Dec 2012 publication description Journal of Applied Management and Investments (JAMI)
- **Experiential Learning in Management Education** Oct 2012 publication description Journal of Applied Management and Investments (JAMI)
- **Challenges with Curricula in Management Education** May 2012 publication description Journal of Applied Management and Investments (JAMI)
- **Industry Support to Academia** Vol. No.1 January 2012 of the Journal of Applied Management and Investments

Additional Information

Member of NHRDN	Member of Indo German Chamber of Commerce
Director in Zenith Tins Private Limited	Director of Barodawala Properties Private Limited
Trustee in Barodawala Charitable Trust	Trustee in Huseinabai Charitable Trust which runs Zenith High School
Memberships (of professional and academic bodies/forums)	