# Sandeep

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**CAREER SUMMARY**

Motivated & Visionary Individual who Develops, Leads, Manages and GrowsProject & Retail Sales, Brand Building activities in the Furniture Fixtures &Equipments, Building Materials &Interiors Industriesin UAE and India.Diverse experience with specialization in New Business Development through working independently and with Teams.

**CORE STRENGTHS**

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| * Customer needs Assessment and Product Specification * Planning, Operations & Administration * Problem solving & Team Handling * Brand Management | * Customer Relationship Management * Staff Recruitment & Development * Contract Negotiations * Dealer Sales Development |

**EMPLOYMENT HISTORY**

Development Manager with M/s.Grand Crest Interior Decoration LLC, Jan. 2018 onwards

Dubai

* Develop Projects for Turnkey Fitout & Furniture in UAE.

Division Head – Domestic Relocation Services November 2016 – December 2017

M/s. E-Movers LLC, Abu Dhabi Region

* Headed Abu Dhabi Region (Western Region & Al Ain) for Domestic Sales with a team of 20 in Sales & Operations towards Relocation, Storage, Furniture dismantling, assembling in Homes & Offices.
* Executing the Biggest Single Contract of 3 years from ADNOC, valuing to AED 10.85 million.
* Increased the Sales Funnel with added Revenues from Takreer, Jumeirah Etihad Towers, Al Tayer Stocks,ISG.

Zonal Manager- Karnataka, India April 2015 – June 2016

M/s. Wipro Enterprises Ltd. (Office Furniture Division)

* Built up new business with Flipkart, Amazon, Accenture,Dell,24x7and with top 10 Consultants i.e. Atelier, DSP, Edifice, Gensler, Adrianse, MMoser, SWBI, JLL, CBRE; thus increasing coverage, exhibiting mock up presentations and increasing visibility.
* Team handled – 10 members including Service.

Senior Sales Manager – Office Furniture Division May 2007 – March 2015

M/s. **Al Reyami Group, UAE**(based in Dubai)&Regional Manager (West & North)– Indian Operations (based in Mumbai)

* Effectively positioned the “Unifor” brand of Italian office furniture in the UAE, thereby creating a new image for the company in Office Furniture business.
* Worked with “Unifor” to complete AED 20 million from 2008 – 2011 in project sales. Developed fruitful relations with architects from Gensler,Woods Bagot, HOK, Dewan. Clients include EFG Hermes, Baker Botts, Linklaters, African & Eastern, Diageo, Latham & Watkins, Majid Al Futtaim, Nakheel, Woods Bagot own office and Sohar Aluminium.
* Initiated company expansion plans in Oman & Qatar.
* Launched the Operations of the Group in Mumbai, India with Wall & Window Covering products.

Branch Manager – Mumbai, India – Office Furniture April 2005 – March 2007

M/s. Featherlite Products Pvt. Ltd.

* Ensured monthly billing of Rs.1.75 – 2 crores.
* Key to successful execution of the biggest project business for M/s.Reliance Industries, TATA Teleservices & ICICI Bank by partnering with leading Architects M/s. Niteen Parulekar, Edifice & Sankalpan.

Sales Manager – Mumbai, India - Flooring December 2002 – March 2005

M/s. Pergo (I) Pvt.Ltd.

* Lead the growth of R**etail sales** of installed Laminated Wooden Flooring in Mumbai region to 41% over previous year by working on the concept of Franchising**.** Handled walkin consumers in the showroom & implemented seasonal schemes.
* Initiated project presence of Pergo Flooring upto 28800 sqm among leading Builders M/s.Hiranandani Constructions, K.Raheja Gp.

Senior Sales Officer – Rest of Maharashtra and Goa September 1997 – November 2002

M/s. Godrej & Boyce Mfg.Co.Ltd.

* Recorded highest nos.of Storwel & Wardrobe Sales in years 1998 and 1999,elevating Goa business partner to no.1 leader in India.Lead Goa Branch operations.
* Breakthrough projects built up of M/s.Aventis Pharma, Wyeth Lederle Ltd. for USD2.4 million for speciality lockers & NPCIL.

Territory Sales Officer (Personal Care Products) – Madhya Pradesh

M/s. Procter & Gamble (I) Ltd. Madhya Pradesh,India September1995 – August 1997

* Retailing, Expanding coverage, Distribution & Visibility of consumer products across 14 towns through wholesale dealer network. Launched “Pantene”brand of shampoo.

**EDUCATION**

Post Graduate Diploma in Sales & Marketing Management

M/s.NIS (National Institute of Sales) Mumbai, India.

This Institute is a Sub Division of National Institute of Information Technology

(N.I.I.T, India).

Diploma in Airlines, Travel and Tourism from Trade Wings Institute Of Management, Mumbai in Year 1993.

Bachelor of Science, M/s.Mumbai University in Chemistry.

**PERSONAL**

Resident Work Visa till 10.4.19 + UAE & Indian Driving License.

Married with 1 child (family currently in Mumbai, India).