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| **Prince**  Sharjah, UAE  E-mail : [prince-313978@2freemail.com](mailto:prince-313978@2freemail.com) |
| **OBJECTIVE** |
| To be part of a truly global organization which will test my skills to the fullest. I have always enjoyed healthy competition and relish at the opportunity to face new and fresh challenges. |
| **WORK EXPERIENCE** |
| May 2019 – Dec 2019: Sales Manager  Industries: Supply and installation of Gym floorings, Sports floorings and Gym equipments  *Key responsibilities:* Project orders from all over UAE for Gym floorings & equipment’s, Sports floorings. Key customers include gym operators, direct clients..  2016 – April 2019: Sales Manager Middle East GCC(Acoustic & Vibration Isolation ) - Kraiburg Relastec (Germany)  *Key responsibilities:* Project orders from all over UAE for rubberized acoustic underlayment for floorings. Key customers include contractors, consultants, architects apart from direct clients. Working with almost all the ongoing and upcoming projects in Dubai, apart from other parts of UAE.  2015 – 2016: Sales Executive -Smart Dimensions LLC (Abu Dhabi)  *Key responsibilities:* Project orders from all over UAE for the acoustic glass partitions, acoustic ceilings and wall panel.etc. Key customers include Architects, Consultants and contractors apart from direct clients.  2013 –2015: Manager (Business Development) – Mysore light & Interiors (P) Ltd  *Key responsibilities:* As this is a team work, my duty was to bring in project orders, especially interior order up to quotation stage and follow up with the same. Mumbai airport was the highlight project of the company, Hotels interior works of ITC Grand chola, Windsor manor and Hilton was done by this group. Quotes given for projects like Kochi airport expansion, hotel projects like Ramada, Hilton, Hyatt, Taj gateway, westin .etc... and are in the pipeline.  Apart from this high-end residence projects are also done.  2013 –2013: Sr Business Executive –@home, Nilkamal Limited |

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| *Key responsibilities:* Project and institutional sales of commercial and Residential furniture sales in the southern Kerala*.* Main focus is Technopark Phase 3 in Trivandrum, serving clients like TCS,Eyme,UST, Infosys apart from coordinating with architects and interior designers for their clients and Projects.  2011 - 2013: Manager (Project sales) –Electro dynamic  *Key responsibilities****:*** Electro dynamic a 18 yr. old organization, dealers for about 12 brands like Wipro, GE, Philips decorative, Osram, Ankur, Samson,.. etc... Here my challenge is to work in the project division, simultaneously giving orders for all these brands.  2009 – 2011: Manger – JK Enterprises (stockiest of wipro lighting) for the entire Trivandrum district.  *Key responsibilities****:*** Heading the organization on my own in the absence of my cousin who is in Canada. With systematic work within the last one and half years JK enterprises became well known in the market giving an average sale of 8-9 lakhs to wipro alone per month. Apart from that we were dealing with Passolite lightings doing decent amount per month. 87 Lakhs of turnover was achieved in the last one and half year. Almost 50 % of architects in Trivandrum and Quilon are well known to me, apart from consultants and electrical contractors.  2005 -2009: Manager –Sales (Special projects Division) – Technocrats appliances(P) Ltd, dealers for Blue Star A/C & Wipro Lightings.  *Key responsibility*: Heading a team, specializing in Wipro Lightning for the entire Trivandrum district. Have been able to make an outstanding profit of Rs.15 lakhs in just 2 ½ months since Technocrats took up Wipro distribution in Trivandrum. I am now playing a big role in procuring lighting orders for some the recent big projects like vizhijam sea harbour, Medical collage, New airport terminal, New Bus terminal etc.  2000 – 2005: Medical Representative for Aurobindo Health Care India Ltd.  *Key Responsibilities*: Though Aurobindo was a top branded Pharmaceutical Company, having a strong presence in the North, even after 4 representatives changed, they could not bring up the medical sales in Trivandrum district. In my 2 years tenure in Aurobindo I was able to convince doctors of the quality of the medicines, generate prescriptions, convince the medical shops to stock for the same and bring in the Volume of business for Trivandrum district.  1997-2000: Medical Representative Zenith Health Care  *Key Responsibilities*: Launched the company in Trivandrum district entirely on my own. It was a challenging job for me as I had to start from Scratch, in a very stiff and competitive market, where top MNC companies fight against each other for the market share. Today the company has a successful image and brand name among doctors, medical shops and Stockists in Trivandrum. |

**SKILLS AND ACHIEVEMENTS**

**Assets:** My assets are my contacts with almost all the procurement, estimation, quality surveyors, project managers of almost all the major contractors in UAE. I am updated with almost all the major ongoing, upcoming and tender projects in uae, especially Dubai, Abu Dhabi and Sharjah. While in Damtec, I represented the German company in UAE, I handle all the technical & material submittal, quotations, negotiations, supply, delivery, payments and related work here with an overall support from my GM based in Doha and backend persons from head office at Germany.

**Market Penetration:** Update with almost all the latest ongoing and tender projects in Dubai. In contact with almost all the purchase, estimation, project managers of all major contractors in Dubai and Abu Dhabi, apart from other parts of uae.

**Negotiation & Procurement:** Daily interaction with the purchase, estimation, project managers of all major contractors in Dubai and Abu Dhabi, for procuring orders. Handle all the technical and material submittal, quotations, negotiation, supply, payments, delivery and all related works in uae. As I am familiar with almost all the key persons of the contractors and the ongoing /upcoming/ tender projects in uae, introducing another product is easy. I am very confident that all these experiences would help me for the overall growth of your company.

**Communication Skills:** My daily association with a variety of clients, enabled me to improve my communications skills. A positive aspect about me is that whatever the client mood is, I am comfortable with them winning their trust and getting good orders. This helped me in my profession. I think that they are my assets.

**ACADEMIC QUALIFICATIONS**

* Doing my MBA (Part time) from ICFAI Technopark, Trivandrum. I plan to do a dual specialization in both Marketing and Human Resource, as I believe that both are inter- related. Marketing brings in income and Human Resource Management helps the company for the same.
* B. Com from Calicut University
* Diploma in computer Education from NIIT, Trivandrum.
* Diploma in Pharmacy,Subbrayalu Collage Of Pharmacy,Coimbatore, Tamil Nadu.

**SKILLS**

Linguistic Knowledge:

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| *Languages* | *Speak* | *Read* | *Write* |
| *English* | ** | ** | ** |
| *Hindi* |  | ** | ** |

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| *Malayalam* | ** | ** | ** |
| *Tamil* | ** | *-* | *-* |

Computer Proficiency

* Packages : M S Office, M S Excel
* Operating System : Windows 98, XP ,Vista and Windows 7

**STRENGTHS**

* Self Motivated and & Enthusiastic
* Great Team Player
* Quick Learner and Hardworking
* Willingness to Learn and explore greater heights.
* Comprehensive problem-solving abilities
* Excellent Verbal and Inter-Personal skills

**INTERESTS & HOBBIES**

I enjoy listening to music. I am a very out going person and love meeting new people and making friends. I enjoy traveling and visiting new places which give me many opportunities to experience new cultures, traditions. Designing & gardening are my passion.

**PASSPORT DETAILS**

Date of issue: 05/01/2011 Date of expiry: 04/01/2021

**PERSONAL DETAILS**

Date of Birth : 4th April, 1970 Age : 49

Sex : Male Marital status : Married Mother Tongue : Malayalam

Religion : Christian Orthodox Nationality : Indian

**REFERENCES**

On request

**DECLARATION**

I hereby declare that the above-mentioned information is true and to the best of my knowledge.

Date: 24 /12 /2019 Place: Dubai

**(Prince)**