

**Sunil**

[**Sunil.54912@2freemail.com**](mailto:Sunil.54912@2freemail.com)

Manager: Sales / Business Development/ Operations

25/7years of Dynamic Expertise & Ability inLocating &Defining Sales,Analyzing and Assessing, Strategic Planning,Negotiating &Winning Business Relationships,Developing Client Management, Territory Management,Build Market Position &Identifying Trendsetter Ideas.

**( Recent)**

**Sales & Business Development Manager: ERP**

**2017 – April till Date June 2018**

**Kpi.com(Mobile Cloud JLT)HDS Business Centre.**

**Business**:-ERP for SMEz,one of the leading ERP solutions Globally (Kpi.com)

UAE Major Cliental: \_Belhasa , Al Masood , Al Nabooda, Al Fursan, DFS , Zahra TEC , RTS , CEMTS..just to name a few out of the 150 + .

* To provide support related to this function, developing and integrating the client’s relevant ideas and assisting in resource-planning decisions.
* As the ERP Manager my primary goal is to ensure ERP software runs as smoothly and efficiently as possible, and develop and oversee solutions for any shortcomings.
* Assess the company’s business requirements and software needs for many areas, including employee training, business processes, and employee communication, and ensure that any new solutions devised are time-and-cost-effective, responsible for ensuring that all levels of the **company are informed and collaborating effectively on the implementation of the process, to** achieve given targets as planned by the Company.

**Business Development Manager for ecommerce delivery marketplace and supply chain fulfillment.**

**2016 –Maytill May2017 ,WING DMCC (Delivery Market Place) Souq.com an Amazon Co: Partner.**

* To maximize revenues through its e- delivery market place, channel and ensure that its online technical and consumer programs incorporate the latest industry developments.
* Lead and develop the business and manage growth.
* Authority and flexibility in coordinating and influencing activities across a complex organization.
* Develop strategy and manage its implementation.
* Project management skills with an ability to see things through to completion in a challenging

Environment.

* Customer focus and the ability to look at operations from the customer’s perspective.
* Locates or proposes potential business deals by contacting potential partners; discovering and exploring opportunities.
* Screens potential business deals by analyzing market strategies, deal requirements, potential, and financials; evaluating options; resolving internal priorities; recommending equity investments.
* Develops negotiating strategies and positions by studying integration of new venture with company strategies and operations; examining risks and potentials; estimating partners' needs and goals.
* Close new business deals by coordinating requirements; developing and negotiating contracts; integrating contract requirements with business operations.
* **Protects organization's value by keeping information confidential.**
* Updates job knowledge by participating in educational opportunities; reading professional publications; maintaining personal networks; participating in professional organizations.
* Enhances organization reputation by accepting ownership for accomplishing new and different requests; exploring opportunities to add value to job accomplishments

**PreviousExperience:-**

**1.Operations /** [**Business Development Manager**](http://www.linkedin.com/search?search=&title=Business+Development+Manager&sortCriteria=R&keepFacets=true&currentTitle=CP&trk=prof-exp-title)

[**EXCELLENCE - Hotel Equipment and Products LLC**](http://www.linkedin.com/search?search=&company=EXCELLENCE+-+Hotel+Equipment+and+products+LLC&sortCriteria=R&keepFacets=true&trk=prof-exp-company-name)

**January 2014 – 2016 January Dubai**

* Locating potential business deals, discovering and exploring opportunities, requirements, developing and negotiating tenders&contracts.   
  Update job knowledge, maintaining personal network. Introducing the ‘state of the art’ trends in the hospitality industry.
* Enhancing the organizations reputation, taking ownership for accomplishing, meeting sales goals & adding value to the job.

Properties done 150 - 200 thousand AED business + each:

* Marriot Court Yard Abu Dhabi, Melia Hotels Dubai, Noon Boutique Hotels Dubai, Food Mark Dubai,Rodha Villas Rotana Group, Sheraton Dubai, Intercontinental, La Royal Meridian Abu Dhabi Star Wood group, Hilton cluster RAK, Oceanic Karfokhan , Hawthorn JBR Moveinpick Swiss Hotels, Metro Central Auris, ZabeelSaraiJumairaGroup,Royal Catering , Introduced E commerce via SOUQ.com Amazon Co: to Excellence .

**2.Operations /** [**Marketing and Administration**](http://www.linkedin.com/search?search=&title=Sales+%2FMarketing+and+Administration&sortCriteria=R&keepFacets=true&currentTitle=CP&trk=prof-exp-title)

[**New Asia Flavours**](http://www.linkedin.com/search?search=&company=New+Asia+Flavours&sortCriteria=R&keepFacets=true&trk=prof-exp-company-name)**Multi Cuisine Restaurant Discovery Gardens**

**February 2013 – 2014 January Dubai**

* Marketing the restaurant and devising promotional offers. Floating lucrative packages to corporates and consumers via digital marketing, resident community redemption programs along with exclusive value vouchers and discounts tie up with financial organizations.
* Managing inventory and keeping financial records of purchases and sales and work with the human resources department to train, develop, hire, and retain employees.

**3.**[**Instructor for a Bachelor’s Degree in International Hotel management ( AHLA ) and Academic Administra**](http://www.linkedin.com/search?search=&title=Instructor+for+a+Bachelors+Degree+in+International+Hotel+management+%28+AHLA+%29+and+Academic+Administra&sortCriteria=R&keepFacets=true&currentTitle=CP&trk=prof-exp-title)**tion**

[**MAHAR**](http://www.linkedin.com/search?search=&company=MAHAR&sortCriteria=R&keepFacets=true&trk=prof-exp-company-name)**( Madhuban Academy 0f Hospitality Admin & Research )**

**June 2008 – April 2012 (3 years 11 months) Dehra Dun Area, India :**Convention Management and Service /The World of Resorts /International Hotel Management /Hospitality Sales and Marketing /Modules included practical and theory classes./Handling administration and logistic control./Academic/course inventory./Conducting entrance examination and interviews./Organizing seminars, workshops and referral programs.

* Marketing and publicity, agency development plan, territory & demographical networking./Liaison with five star properties & related establishments for campus industrial training and internship./Enhancing of practical knowledge by subject specific tours and seminars./Networking with HR. heads & referential marketing

**4.**[**Academic and Admin Head**](http://www.linkedin.com/search?search=&title=Academic+and+Admin+Head&sortCriteria=R&keepFacets=true&currentTitle=CP&trk=prof-exp-title)

[**Alpine Institute of Aeronautics**](http://www.linkedin.com/search?search=&company=Alpine+Institute+of+Aeronautics&sortCriteria=R&keepFacets=true&trk=prof-exp-company-name)

**March 2005 – June 2008**

* Over all Administration and HR. Admissions program, training, logistics, event management, media, students welfare, & appraisal.

**5. Hospitality and Management Instructor**

**Institute Of Management Studies -**Jan 2000 to Feb 2005

* Instructor for the management studies of the hotel management degree course and (Industrial Training) of the students, delivering of soft skills to the batches.

6.[**Sales manager**](http://www.linkedin.com/search?search=&title=Sales+manager&sortCriteria=R&keepFacets=true&currentTitle=C)

**Koshika Telecom - Usha Phone -Belair (Franchisee) -**March 1998– May 1999

* Dealer channel networking, appointing distributors across the prescribed zones of four major B+ class cities within the district zone. Customer care, training& induction of entry-level front liners, projectenhancement, scheme planning with outsourced sales team. Sales Target achievements, MTD and YTD&KPIs.

**7.**[**Area Sales Manager**](http://www.linkedin.com/search?search=&title=Area+Sales+Manager&sortCriteria=R&keepFacets=true&currentTitle=CP&trk=prof-exp-title)

[**Pepsi Co India Ltd**](http://www.linkedin.com/search?search=&company=Fobs+Pepsi+Co+India+Ltd&sortCriteria=R&keepFacets=true&trk=prof-exp-company-name) **,Fobos , DevyaniPearl Drinks.**

**March 1995 – January 1998 Dehradun**

Managing four Major Cities, then called Western UP.

* Super stockist, whole sale dealers, fat agents, retailers, hotels,doing rural tracks, urban frontline sales YTD & MTDs, KPIs maintaining target volumes with stockiest,floating of campaigns,events,sponsorship’s.
* Fully responsible for all areas of the business, including wholesale service, on trade and retail  
  Agree, implement and manage joint business plan with select key customers.
* Growing the visibility of the brand Pepsi in premium sectors of different verticals, vizicoolers,hand carts, wall paintings, maintaining exclusivity in outlets.  
  Deliver exceptional customer service in retaining accounts.  
  Manage a portfolio of customers, and utilize sales data in order to create structured plans for the future.
* Reporting to the VP at **PepsiCo Holdings**: -MrShankaran / MrGautam , HQ New Delhi .

**8. Manager Marketing**

**Kaveri Travels New Delhi India. -**Jan1993- Feb 1995 :- Handling in bound tours, local tour packages, hotel bookings, Business development with corporates, and coordinating a fleet of luxury vehicles.

**Education**

Garhwal University Uttarakhand India: HVNB .DAV ( Dayanand Anglo Vedic College Dehra Dun UP) Bachelor of Commerce (B.Com.) -1980 – 1982

High School - From UP Board India - 1978

**Personal Details:**

Date of Birth 22/12/1962

Religion Christian

Nationality Indian

Marital Status Married

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**Pursuing:-**

**. CAPM / PMIProject ManagementGlobal – (Certified Associate Of Project Management )**

**. Radio Journalism / Radio Broadcasting: - From College of Media & Publishing UK .**

**Certifications:-**

.**NLP Practitioner Certificate: -Time Line Therapy and Hypnosis – American Board of (Neuro**

**LinguisticProgramming) ABNLP.**

**. AH&LA (Certified Instructor) (American Hospitality & Lodging Association)**

**International Hotel Management, Convention Management and Service,The World of Resorts, Hospitality Sales and Marketing.**

* **Computer Skills -NIITCertified &Trained:-Office Package – MS Office ,Word, Excel, Power Point, Outlook )**

**Languages**

Hindi & English written and spoken **Fluently**- Comprehend a bit of Japanese, German, French, and Arabic.

**Declaration: -***I hereby declare that the details furnished above are true and complete to the best of my knowledge.*

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