

# DEEPAK KUMAR. B.E., PMP Certified Professional

## BUSINESS DEVELOPMENT EXECUTIVE

A Result-Oriented Professional looking for a position as Business Development Executive, possessing PMP with 10 years working experience, and having strong interpersonal skills for translating vision to reality. Coming with ability to hold and bond old clients, retain their long-term high-quality relationship; and possessing a good command over geographical planning, and strategies to increase the reach of product. By Soliciting and logging client feedback and evaluating the data to create new sales and marketing strategies to target customers.



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## WORK EXPERIENCE:

### **Business Development Executive — 04/2018 – 05/2021**

Birch ford Technologies LLC, DUBAI- United Arab Emirates.

- Preparing and developing technical presentations to explain our company's products or services to customers.
- Discussing equipment needs and system requirements with customers and engineers. Collaborating with sales teams to understand customer requirements and provide sales support.
- Maintaining and monitoring plans, schedules, work hours, budgets, and expenditures. Organizing, attending, and participating in stakeholder meetings.
- Researching, developing, and modifying products to meet customers' technical requirements and needs to help develop new markets by using marketing techniques and working with national as well as international customers by showcasing our strengths.
- To work in a dynamic environment that makes sure the expectation of the customer is met be it technical and commercial. By developing a strong relationship with our customers by keeping strong lines of communication and maintaining continuous dialogue.
- Reviewing new markets along with the Directors and other members of the sales team to help create new avenues of revenue for the organization. Also handling enquiries includes working on pricing, preparing Quotation & sending to the customer.
- Maintaining records including every form documentation from the customers regarding marketing be it commercial or technical.
- Soliciting and logging client feedback and evaluating the data to create new sales and marketing strategies to target customers.

### **Technical Co-Ordinator**

Alfaraa Group of Companies LLC ,ABU DHABI- United Arab Emirates  
06/2014 - 04/2017

- Techno-commercial negotiations, cost statements, bills, claims, and so on Ensuring smooth execution of daily activities, communicating with senior people and architect to overcome problem solving.
- Bachelor's degree in marketing, business, or a similar area. About five years of proven sales experience in business or a related area.
- Exceptional communication and presentation skills, both written and verbal, in order to express technical and nontechnical concepts clearly and concisely.
- Technical skills required to create proposals and find solutions to meet client requirements, such as using software programs and machines.
- Excellent organizational skills to meet goals and set priorities.
- Be proactive, organized and handle work under stressful and uncertain environments.
- Managing deadlines and progress across the team to ensure the project is delivered on time and on budget. Organizing third- party providers and vendors to deliver elements that can't be produced in-house.
- Overseeing the delivery of projects and adjusting as necessary to ensure they are delivered to specifications and high standard qualifications skills and development.

## SKILLS

MS-Office Auto - CAD Tally  
Documentation Procurement  
Project Management Project Plan  
Quality Scheduling  
Client Management Leadership

## AWARDS

- *Certified Project Management Professional (PMP) from PMI Institute.*
- *Receiving Authority Permit Holder from Emirates Global Aluminum EGA.*
- *Certified Dugup/ Duga's safety Trainer and Permit holder Until Dec 2018.*

## EDUCATION

- **2009- 2013 Bachelor of Engineering -CIVIL**  
Coimbatore Institute of Technology, Tamil Nadu. India.
- **2002- 2005 Diploma in Civil Engineering**  
Government Polytechnic College, Coimbatore, TamilNadu, India.

## LANGUAGES

English, Hindi, Tamil, Malayalam, and Telugu.

## PERSONNEL

Passport : P5990945  
Date of Birth : 25-Jan-1985  
Gender : Male  
Marital Status : Married  
Driving License : Yes

## INTERESTS

Reading Historical Novels  
News, Playing Games  
Listening Music & Driving

## Customer Relationship Executive – CRM

### Department

Sobha Developers Limited, Bangalore, India

05/2012 - 04/2014

- Generating high-quality sales leads, following up after initial contact, securing and renewing orders, negotiating prices, completing sales, and arranging deliveries.
- Researching, developing, and modifying products to meet customers' technical requirements and needs.
- Helping customers who have problems with installed products and recommending improved or upgraded materials and machinery.
- Soliciting and logging client feedback and evaluating the data to create new sales and marketing strategies to target customers.
- Identifying areas for improvement and communicating these issues as well as possible solutions to upper management. Setting and achieving sales goals and quotas.
- Followed all relevant company's HSE policies, processes, procedures, and instructions to ensure HSE compliance in all aspect.
- Preparing and developing technical presentations to explain our company's products or services to customers. Discussing equipment needs and system requirements with customers and engineers. Collaborating with sales teams to understand customer requirements and provide sales support.
- Collaborating with clients or employers, finance teams and other team members on budgeting and allocating funds. Delegating tasks to appropriate team members.

## Civil Engineer – Quality Control Department

Bahwan Group of Company, LLC. Muscat- Oman

07/2007 - 03/2009

**Worked as civil Quality Control Engineer for Oman's Biggest Water Treatment Plant (SUR), - Oman**  
**A government project – Muscat, Oman.**

- In-charge of limestone building and (flotation & flocculation Tank) watching site supervision and labor control. QUALITY of Work given and as per date Quickly Work done & bar bending schedule (BBS) Also Done. I can do Quality control Job (QC) also.
- Coordination Procedure for Inspection, Checklist and Inspection Record Format and Documentation and Coordinate and implement QA/ QC Plan and Inspection Procedure. Followed all relevant company's HSE policies, processes, procedures, and instructions to ensure HSE compliance in all aspect.
- Collaborating with clients or employers, finance teams and other team members on budgeting and allocating funds. Delegating tasks to appropriate team members.
- Checking and tracking daily construction logs for ongoing daily activity.

## Civil Engineer

Sobha Developers Ltd, Bangalore – India

07/2005 - 04/2007

**Worked as civil site Engineer for Sobha Orchid & Sobha Amber Prestigious Projects at Bangalore – India.**

- The team of Works & labor Maintenance, Execution of Work (With proper finishing).
- Coordination Procedure for Checklist, Inspection also Inspection Record Format and Documentation.
- Houses constructed with RAIN Water Harvesting, S.T.P., Modern KITCHENS, SKYLIGHTS, Fabricated Staircases, Railings, Grills, Special Floorings, ECO.
- FRIENDLY WORKS with SPECIAL MATERIALS (Laterites & SSB with PU Coats) Execution & quality checking of blockwork & plastering & other activities.
- Checking of contractor bills also.
- ECO FRIENDLY WORKS with SPECIAL MATERIALS (Laterites & SSB with PU Coats).
- Checking of contractor bills and maintains Measurement Book, Monitoring and tracking the Project schedule.
- Major Projects: G + 8 “Multi storied building “SOBHA AMBER “FINISHING WORKS LIKE BLOCK WORK & PLASTERING) (G + 4 “Multi storied building “SOBHA ORCHID “FINISHING WORKS LIKE BLOCK WORK & INTERNAL PLASTERING.