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**Synopsis:**

- Having 12 + Years of experience in Lighting Sales, Team management and Administration.
- Effective Team management skills.
- Knowledge of principles to manage and get indication to manage a team.
- Knowledge on Indoor & Outdoor Lighting, Lighting Calculations, Bidding of Lighting Projects and Value Engineering Solutions.
- Excellent team player who is capable of motivating team strength in any given situation.
- Ability to interact with all level of business executives in a professional manner.
- Result-oriented and has the ability to meet deadlines and work under pressure.
- Ability to coordinate a mixture of departments to keep the objective in position.
- Excellent written and verbal communication skills
- Control and develop purchasing processes and practices
- Possess excellent customer service and problem solving skills.
- Excellent communication and interpersonal skills.
- Proficient in operating systems like Windows, computer applications and Internet.
- Assist able knowledge about the Personal Computer and its components.

**WORK EXPERIANCE:****Blue Marine Technical Services (Projects Sales Manager from Sep 2020 to till now)**

- Handling a team of 4 members.
- Managing projects from inception to completion by ensuring maximum benefits to the company with minimum disruption.
- Outlining timescales, costs and resources needed to design and deliver the project.
- Keeping track of project status and ensure management and team are kept up to date on project progress.
- Assist in the development of estimates for the cost plan and project schedule.
- Indoor & Outdoor Lighting Sales, drafting technical write-ups for lighting projects.
- Building and maintaining relationships with MEP contractors, developers & consultants.
- Coordination of suppliers, manpower and logistics.
- Acquisition of new clients and managing existing clients.
- Negotiating with designers, contractors and suppliers.
- Attends and represents the project team at various meetings.
- Handling Procurement and Logistic requirement of the project.
- Project accounting functions including managing the budget, tracking expenses and minimizing exposure and risk to the project.

**True Light Trading Co LLC (Assistant Sales Manager from Aug 2012 to April 2020)**

- Handling a Team of 4 members
- Analysing and develop new markets and new clients to drive volumes resulting from increased market penetration.
- Handling and maintaining key Dealers to contribute to the company turnover.
- Work with current customers and prospects to meet desired sales and service needs.
- Submission & Approval of quotations, samples, price negotiation and related bid requirements.
- Cross checking the drawings, BOQ and designs.
- Identification of new projects and successfully winning projects.

- Deliver sales target. Managing Bid process and Bid Review meetings, Authorising PO's.
- Making Project schedules and ensures the completion as per schedule.
- Project management experience in Lighting Projects in various segments of industry.
- Analysis and monitor the cost of the project during the project life cycle to ensure that costs are limited with the approved budget.
- Manage the shipping from factories and delivering it to customer on time.
- Maintain CRM database and submit activity tracking reports as required. Report competitive activity and significant market changes to management.

#### **Key Projects:**

**Dubai Frame, Vida Hotel (Um Al Quain ), Deira Night Market, VOX Cinemas, Jebal Ali School , Shindaga Mall Extension, Al Fattan Crystal Tower, Crab Market. Champions League (Abu Dhabi), Etihad Lounge (Abu Dhabi),**

#### **Redha Al Ansari Exchange EST (Team Leader from July 2011 to April 2012)**

- Managing a Team of 6 members.
- Recruitment, Lead, coach and train the team to ensure their consistent growing in skills, confidence and effectiveness in their role.
- Plan and carry out direct sales, marketing research, competitor/customer surveys.
- Manage and support team to deliver a high standard of customer Service
- Handling petty cash, Purchasing and Maintaining Inventory items
- Responsible for confirming and examining the Cash deposited on daily routine.

#### **ICICI LOMBARD General Insurance Company Ltd (Unit Sales Manager Jan 2010 to Jan 2011)**

- Handling a Team of 9 members.
- Managing the day to day operation of the sales officers and Operation staff.
- Maintaining efficient relationship between sales team and operation team for the proper issuance of the policies.

#### **Citi Bank (Senior Unit Sales Manager May 2008 – Jan 2010)**

- Cross selling of financial products, Relationship Building & Portfolio Management
- Addressing Customer Queries.
- Handled our team in the absence of our Sales Manager.

#### **Skills and Proficiencies**

- MS Word & MS Excel
- Planning and Scheduling
- Customer Service
- Purchasing and Negotiation
- Good communication, Positive thinking and self confidence

#### **Extra Skills:**

- University Cricket Player (Sathyabama University)
- Badminton Player

#### **Educational Qualification:**

- MBA Finance & Marketing, Sathyabama University, 2008 - 2006
- B.Sc Computer Science, Loyola College, Chennai 2006 - 2003

### **Personal Details**

Date of Birth : 27<sup>th</sup> Sep 1985  
Sex & Marital Status : Male, Married  
Nationality : Indian  
Languages known : Tamil, English & Malayalam.  
Passport No : U0441013  
Driving License : Light Motor Vehicle in India & UAE.

### **Declaration**

I hereby declare that above all details are true according to my knowledge.

Benignus.P.V