

Benignus.P.V
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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 : 27th 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