



Mahendra Mukund Sanglikar

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SUMMARY

A Business development & Sales professional with 11.7 years International & Local Infrastructure consulting experience, with total of 15.8 years of Business process and marketing experience

Now looking for new challenging assignments and diversify the managerial expertise. Given an opportunity, would work towards common shared marketing, project management and operations roadmap of the Organization, putting the best of my competence to enhance the profitability of the Organization.



CAREER PROFILE

- ▶ Research and build client database, consulting & presentation for Hotel, Hospital, Private Villa, Gymnasiums, Kids Club, Retail Stores and Commercial projects with Architects, interior designers, consultants, contractors, engineering, house-keeping staffs for over 10.2 years across UAE & almost 1.6 years in Western region of India
- ▶ Strong Technical Project and Design Management experience including Sales, planning, estimation and cost management.
- ▶ Excellent Sales & Negotiation skills including contract management.
- ▶ Excellent Project Management experience spanning across all aspects of project planning, resource planning, project execution, logistics follow-up, after sales service, procurement schedules
- ▶ Installation milestones, site management along with sequence of handover as per the schedule
- ▶ Strong analytical skills; Initiator, interpersonal skills, analytical approach, versatile and handling customers all over Middle East; UAE, Oman, Qatar, KSA and Africa & Western India



WORK EXPERIENCE

Apr '21-
May '21

Metre Squared Tiles & Flooring Materials LLC, Dubai Business Development Manager

Support Geography: UAE, Qatar, Oman, KSA & other ME Region

Core Role: Exploring new business opportunities for Carpets, Rugs, LVT-Vinyl, Parquet, Gym flooring, Acoustic Wall Panelling & Rubber flooring in Hospitality, Retail and Commercial sector

- ▶ Creating a database of Hospitality Architects and Interior Designers & End Users
- ▶ Brand awareness with interior designers and architects to specify Metre Squared products.
- ▶ Growing new clients and maintaining the current customer record base.
- ▶ Developing and securing Metre Squared specifications for major projects both new and refurbishment.
- ▶ Creating business in market segments apart from hospitality such as commercial spaces & retail sector
- ▶ Achieving sales and contribution targets within agreed cost budgets.

Aug '18-
Feb '20

Brintons Carpets Asia Pvt. Ltd. Territory Sales Manager - Western India

Support Geography: Maharashtra, Madhya Pradesh, Gujarat & Goa

Core Role: Exploring new business opportunities for new build or refurbishment for Hospitality Sector in Western India

- ▶ Creating a database of Hospitality Architects and Interior Designers
- ▶ Brand awareness with interior designers and architects to specify Brintons products in India specifically, Western India.
- ▶ Growing new clients and maintaining the current customer record base.
- ▶ Developing and securing Brintons specifications for major projects both new and refurbishment in the hospitality Industry.
- ▶ Creating business in market segments apart from hospitality such as commercial spaces.
- ▶ Coordinating with estimation and project management team
- ▶ Monitor project delivery for meeting schedules and quality standards.
- ▶ Maintain required documentation to support the projects.
- ▶ Achieving sales and contribution targets within agreed cost budgets.



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SKILL SET

Knowledge:

- ▶ Planning and Estimation, Layout Making, Templates, Design Management, Project Management including Negotiation Skills
- ▶ Execute Action Plan, Initiate Action, Adapt and Change, Demonstrate Good Judgment, Building Trusting Relationships

Skills:

- ▶ Computer proficiency in CRM and MS Office Citrix and Aconex CRM
- ▶ AUTOCAD Design and Estimation, Negotiating, Decision Making
- ▶ PMP-Professional Project Management Program training done at Cambridge Institute, Dubai
- ▶ Email Etiquettes, Communication, Interpersonal and People Management

Product Knowledge:

- ▶ Axminster Carpet, HAX, Handtufted & Hand Knotted Carpets/Rugs, Nylon Carpet, Carpet Tiles, Wilton Carpets, Parquet, Acoustic Wall Panels, Porcelain tiles, Rubber & Gym Flooring, Barrier Matting,

EDUCATION

- ▶ **MBA / PGDM (Human Resource)**
SCMLD, Pune
CGPA: 3.36 out of 5
- ▶ **Bachelors of Science (Electronics)**
Fergusson College, Pune University
First Division Marks



WORK EXPERIENCE

Jul '08-
Jul '18

Floors & Carpets LLC

Business Development and Marketing Executive

Support Geography: UAE, Qatar, Oman, KSA and Africa

Core Role: Exploring new business opportunities in the UAE and ME Region for Carpet, Soft Flooring and Interior Fit Out projects

- ▶ Estimation, Tender, Contract & Cost Management
- ▶ Responsible for developing designs and submittal process including samples, MSDS, maintenance, and warranty information
- ▶ Coordinate and run multiple projects daily
- ▶ Responsible for ordering and expediting materials and single dye-lots, and tracking orders
- ▶ Communicate project schedules to coordinate with the client, contractor, Site Supervisor
- ▶ Undertake site measurement and verify with CAD drawings to arrive at optimum estimation and communicate with the contractor and estimating team for further cost estimation and contract management
- ▶ Determine steps necessary to meet project deadlines. Respond with urgency and flexibility to meet frequently changing project schedules.
- ▶ Communicate with customer at every schedule and design changes with the approvals.
- ▶ Coordinate all change orders. Track all changes to ensure proper completion of project.
- ▶ Monitor project installations for meeting schedules and quality standards.
- ▶ Maintain required documentation to support the projects.
- ▶ Determine responsibility for snagging work. Prepare cost estimates if necessary.
- ▶ Maintain continuing education on all flooring products and the respective installation techniques
- ▶ Ensure the flooring installation quality meets all standard and approvals.
- ▶ The projected profit levels are maintained or improved, and the consultant/contractor/customer is completely satisfied
- ▶ Ensuring 100% payments are recovered on time from the respective customer/contractors

Apr '04-
June '06

EXL Services (NCOP) & Convergys India

Customer Support - Service Delivery & QC Analyst Executive

Backend Consumer and transactional Support at EXL Services (NCOP) now AVIVA

Core Role: Individual Contributor | **Domain:** BFSI | **Support Geography:** UK

Support Type: Financial Services Support for a multinational Insurance co. AVIVA

End User & Transactional Support at Convergys India, Pune

Core Role: Individual Contributor | **Domain:** Telecom | **Support Geography:** USA

Support Type: Non Technical Compliant Management for AT&T Wireless, USA

Oct '03-
Apr '04

TATA Tele-Services (Tata Indicom)

Support Technical Delivery

Core Role: Individual Contributor Technical Support | **Domain:** Telecom

Support Geography: Maharashtra

Support Type: Technical Compliant Management for Tata Tele-Services (Tata Indicom)

Oct '01 -
Apr '03

Wings Promotion and Services

Team Leader and Sales Officer

Advertising, Campaign and Promotions for:

- ▶ Hero Honda, Kinetic, Pepsi, Thumps Up, IBM, BPL, Pennzoil, Parrys, Liva Health Care, India Images, Sanjivani Health Products.
- ▶ Hardcore sales for products of State Bank of India, selling various SBI banking products.