



# VIPIN WILSON

E-mail : vipinwilson.wilson@gmail.com Website: <https://ae.linkedin.com/in/vipin-wilson>  
Phone : 055 8636654 Address: Satwa , Dubai  
United Arab Emirates  
Visa status-Visit Visa

## ABOUT ME

---

**With** proven track record of achieving results in highly competitive environments.I am currently looking for a higher position with an exciting and ambitious company where i can utilize my experience and knowledge to help the company grow and establish an enjoyable career for myself.

## Work experience

---

### LATITUDE DESIGN AND TRADING

September 2019 — Presently- Temporary  
-Visa status -Visit Visa

#### SALES MANAGER

Latitude design is a complete turnkey solution and fits out contractor,They handles the core of the project. who carefully take clients' requirement truly based on trust.

Latitude design taking care of all the tasks involved in the projects such as design consultancy, Interior designs, Office furniture, electromagnetic plumbing, HVAC, partition, ceiling flooring, lighting, joinery, glass, computer networking, and installations.

They have general trading items like disposable food packing products with an extensive range and the best quality products.My Duty involves in making sure company is achieving the sales figures

#### Duties included:

- Developing growth strategies and plans.
- Managing and retaining relationships with existing clients.
- Increasing client base.
- Having an in-depth knowledge of business products and value proposition.

### ADBC Contracting LLC

February 2018 — September 2019

#### Business Development Manager

As the leading interior fit-out company in Dubai, adbc provides services across residential and commercial properties by creating new concepts for interiors and exteriors that are well planned and well designed. We provide solutions From design to fit-out ,MEP and maintenance solutions, at adbc Interiors, the importance of quality for long-term comfort and convenience is recognized and prioritized. Our well-rounded and experienced team of professionals delivers quality based on a holistic design formula that guarantees great results.

#### Duties included:

- Achieve growth and hit sales targets by successfully managing the sales team.
- Design and implement a strategic business plan that expands company's customer base and ensure it's strong presence.
- objectives setting, coaching and performance monitoring of sales representatives.
- Achieve growth and hit sales targets by successfully managing the sales team.

## Floral Avenue

December 2017 — February 2018

### Business Executive

Floral Avenue is an Australian Landscape Gardening company now in Dubai UAE.(From 2015)

Doing complete range of Landscape designs and plant maintenance services for corporate clients, outdoor environment and residential complexes.

After joining the company i was able to get numerous AMC and landscaping projects worth half of my target in this short period of time.

i am currently working here ,looking to change company due to internal issues within the company (can explain more on interview)

#### Duties included:

- Develop sales plans aligned with the companies strategic goals for market penetration
- Meet with and conduct needs analysis with prospective clients to develop an appropriate sustainable home development.
- Present a comprehensive, detailed proposal to the client.
- Plan and schedule the workforce/ facilities to meet client requirements for works.
- Measure projects for quotes, design and submit bids by creating estimates and proposals.
- Ensure profitability (Accurate labor costs are factored, and by any subcontractor work is identified and quoted)

## Artisans Decor

December 2016 — December 2017

### Sales Executive

Artisans Décor L.L.C. is a certified Interior Designing & Turnkey fit-out contracting Company operated in Dubai, U.A.E. As the only sales executive for the company I was able to win numerous contacts and close down many projects and increase the sales figures.

#### Duties included:

- Identify and establish business meetings with potential clients
- Market research to support the company's business strategy
- Attending networking events, prospecting for market opportunities and information
- Build reliable and maintain long-term relationship with existing and new clients
- Negotiate quotations and closing down the contract.

- Prepare weekly and monthly report

## Team21

October 2014 — October 2016

### Sales Executive

Team21 General Contracting L.L.C , who Specializes in turnkey interior fit-out works and maintenance/MEP works.

I was responsible for Overall sales, maximizing profit and making sure targets are achieved and was able to increase sales revenue by 300% to over AED 1.1m

#### Duties included:

- Identify business opportunities by identifying prospects and evaluating their position in the industry.
- Building customer-business relationships.
- Research ,analyze and develop sales option.
- Identifying and developing sustainable relationships with key clients at both strategic and tactical level.
- Negotiate quotations and closing down the contract.
- Selling by being flexible, positive towards clients and by being creative in this dynamic, fast paced and competitive environment.
- Managing excellent relationship with the clients.

## MAJOR PROJECTS

Projects	Started on	Status
1. <b>Future Technology</b>	<b>3-2-2015</b>	<b>14-5-2015</b>
2. <b>Petrolcom Oil and Gas Services</b>	<b>16-5-2015</b>	<b>22-8-2015</b>
3. <b>Al Tazaj Faieh</b>	<b>08-8-2015</b>	<b>13-10-2015</b>
4. <b>EBS</b>	<b>21-3-2016</b>	<b>10-5-2016</b>
5. <b>WS smiths books shops</b>	<b>02-8-2016</b>	<b>14-10-2016</b>
6. <b>United Insurance banking</b>	<b>15-2-2017</b>	<b>20-5-2017</b>
7. <b>Just Salad</b>	<b>04-07-2017</b>	<b>27-08-2017</b>
8. <b>Stables</b>	<b>01-03-2018</b>	<b>01-07-2018</b>
9. <b>Emirates Hills villas</b>	<b>07-04-2018</b>	<b>02-05-2018</b>
10. <b>Kia Show room Al Quoz</b>	<b>09-06-2018</b>	<b>22-07-2018</b>
11. <b>Nuclear Power Plant (UAE)</b>	<b>16-06-2018</b>	<b>11-08-2018</b>
12. <b>Falcon city of Wonders</b>	<b>27-06-2018</b>	<b>02-07-2019</b>
13. <b>Raydan al mandi restaurant</b>	<b>30-12-2018</b>	<b>22-04-2019</b>

14. Glen markPharma	22-07-2019	02-09-2019
15. 80 Villa project fujairah	13-09-2019	19-5-2020
16.Canadian Embassy AUH	10-09-2019	15-09-2019
17.Tiara hotel palm jumeirah	12-10-2019	13-03-2020

## ACADEMIC QULIFICATION

---

Bachelor of Commerce

June 2011 — July 2014

University of Calicut

**Specialized in**

- Marketing management
- Accounting for management
- Human resource management
- Business development
- Business management

## KEY SKILLS AND COMPETENCIES

---

- Able to manage complex sales processes and negotiations to a successful conclusion
- Researching, developing and executing new product lines
- Identifying and selling against business competitors and getting a head of them
- Regularly meets with clients to get their review about the ongoing projects
- Provides assistance to other colleague when they need it
- Constantly looking at ways to improve performance, achieve set targets and build the company's brand to next level

## SOFTWARE/SYSTEM SKILLS

---

- Microsoft Office Specialist (MOS)
- Networking
- Cloud Computing

## LANGUAGE SKILLS

---

English	Fluent
Malayalam	Native Language
Hindi	Conversant
Arabic	Basic Knowledge

## INTERESTS

---

- Charity/Volunteer works
- Philanthropy
- Sports related activities

## OTHER

---

Valid U.A.E driving license.

VISA Status- Visit Visa

## REFERENCES

---

Available upon request.