**CURRICULUM VITAE.**

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 **CAREER OBJECTIVE:**

### Seeking position of **VP/CEO/General manager/Business Head / Business Development Management/ Sales Management** in a prestigious company that can utilize my knowledge, work experience, Skill and education background that will provide the company and excellent services and dedicated work. Strategic marketing, extensive sales & marketing experience, a record of leadership will be applied to expanding business and achieving goals.

**HARD CORE SKILLS:**

* Sales / Marketing/, Human Resource,/ Finance/,System Corrections,/ /Project Management/, Superior Investigation/, Business Scaling/,Purchase/,Project/,Personal Devt,/ Public Speech,/ Inspirational skills,/ Presentation/, Negotiation, /People Mngt/,Conflict Mngt/,Objection handling/Analytial & Communication,/ Strategic thinking/Ability to Inspire others/, Sales Objections/, Planning,/Preparation/, Professonal Challenges./Client Relationship/Creativity/Crushing Target/Sales Planning/Do or DIE Attitude/Positive Attitude/Consistency Efforts/Game Changer/Making Impossible to Possibe/Solutions Finder/Never Give up/Stress Mngt/Always Loving Challenges/Loving it and Believe it/Thinking Big Picture/Management Strategies,Facts,Figures/

**PROFESSIONAL EXPERIENCE / ACADEMIC CREDENTIALS:**

1. Business Management ( Diploma in Business Management from ACADEMIC COLLEGE OF LONDON UK. )
2. Diploma in Sales & Marketing Management from London (U.K)
3. Degree in Bachelor Of Commerce from Bombay Board University.
4. Knowledge of Microsoft words, Excel, Ms Office& Internet, Power Point.
5. Holding Maharashtra Board Certificate in Typing.
6. Holding International certification in Time Management.
7. Holding International Certification for Presentation & Public Speech.
8. Holding Several CERTIFICATES from SPORTS activities in SCHOOL/COLLEGE times.

 **TOTAL20 YEARS EXPERIENCE IN U.A.E**./UNITED KINGDOM UK

I. **BUSINESS HEAD: MUMBAI**

 **OCTOBER 2021 TO APRIL 2022**

 **VIVAN INTERIO ( MUMBAI)**

 Here I worked as a Business Head / M.D, as I was taking care of Entire Team including Sales

 And Marketing Team and Assisting the sales Team to close the Business as well as I was

 Managing Modular Furniture Factory and their Deliveries and also to Manage the labours and

Managing all the supervisors and Enginers on their sites and taking details of Project Processing

Until final execution of the project plus payment Received details . Also taking care of HR to

Recruit Right Minded people and their Evaluation and Motivating the new joiners. I was taking

Care of Admin to do all the filling and paper work so that everything to move smoothly and in

Systematic way .

Also I was involved in Account Dept for all the Expences and staff salaries.

Discussion with the CHAIRMAN for FINANCE for the Business and to invest in the Right

Direction.

**AUGUST 2012 TO DEC2020: GENERAL MANAGER /BUSINESS DEV DIRECTOR**

**II.COMPANY: ALI AL MULLA INTERIOR DECORATION .**

 **ALI AL MULLA** interior decoration factory is one of the multifaceted business in Dubai.We are one of the leading furniture manufacturing company in U.A.E. since 1987.

 **My responsibilities in ALI AL MULLA interior decoration factory are as detailed below:**

* I had worked as a general Management
* Sales/Marketing: Successfully managing all the sales force.
* Administration: Successfully managing all the administration work smoothly.
* Purchase : Successfully managing all the purchase procedures whether Cash or Credit basis.
* Human Resource: Successfully and recruiting the right candidate for the company. Analyizing and Forcasting all the staff.
* Silled and Unskilled Team : Successfully managing skilled and unskilled team.
* Dealing with all the leading Consultant, Contractors & construction cos. & direct clients.
* Marketing Finest Interiors products & services to,Malls,Hotels,Towers,Villas & Offices Interior designers / Architect cos.
* Making strategy and marketing planning for development of marketing sales team and implementation of successful marketing strategies.
* Co-coordinating with the design dept, Engineering dept for technical point & various related issues
* Self Motivated, Smart and capability of leadership to face challenges & achieve the target**.**

**III JUNE 2005– TO JULY 2012: GENERAL MANAGER/ BUSINESS DEV DIRECTOR.**

**COMPANY: BMC GULF TRADING AND CONTRACTING LLC.**

 **My RESPONSIBILITIES at BMC GULF CONTRACTING is**

**Here also same function in which I mentioned in ALI AL MULLA INTERIORS AS A GENERAL MANAGEMENT and BUSINESS DEVELOPMENT.MNGT.**

**Here I had worked as a GENERAL MANAGER in which I manage the Entire Team including SALES and BUSINESS DEV team including all other Department Teams.ADMINISTRATION I manage SMOOTHLY and Efficiently. And HUMAN RESOURCE Department/ ACCOUNTS Department/FINANCE Department/ PURCHASE Department.DELIVERIES and SALES/BUSINESS DEV Department including the INTERIOR DESIGNER AND PROJECT Team and EXECUTION Team. As well as SKILLED and UNSKILLED LABOURS.**

* Planning for Today &Tomorrow&Quaterly&Yearly.
* Crafting the professional sales force and other Team members.
* Strenghting the sales and Marketing team and Motivating them.
* Compensation Programme that drives sales superior performances.
* Leading / Measuring & Managing Performances.of all the TEAM members.
* Managing the right things,time & people
* Finding & Recruiting the best sales team plus other professionals.
* Held daily / weekly / monthly / Sales meeting.and Project Meeting.
* Making strategy marketing planning for development of marketing sales team and implementation of successful marketing strategies.
* Sales forecast & budget & Evaluating performance of the sales personnel and marketing activities
* Co-coordinating with the design dept, Engineering dept for technical point & various related issues.
* Organizing promotional activities like Campaigns, Camps, and Promotions& Loyalty programme for enhancing market visibility & achieving better result.
* I was also the head of collection dept to recover all the payment from all the companies & also monitoring the collection team.
* I was also involved in Research and development of the business and Competitors Activities.
* Putting the sales force from Analysis to Action.
* Dealing with all the consultants, Contractors & Construction Companies,Design companies.
* Self Motivated, Smart and capability of leadership to face challenges& achieve the target.
* Motivating all my sales force for better performance & awarding the sales personnel
* Sales forecast & budget & Evaluating performance of the sales personnel and marketing activities
* **Having good relationship with key decision makers for business development.and Projects approval.**

I**V. JANUARY 2000 TO JAN2005:SALES AND BUSINESS DEVELOPMENT MANAGEMENT.**

**COMPANY: AL REYAMI GROUPS ( OFFICE FURNISHING INTERIORS)**

 Al Reyami Group provides the finest office interiors, products and services. Al Reyami

 is specialized in design and built turnkey interior fit-out and contract work.

1. Interiors design b) Suspension ceilings c) Light fixtures d) Venetian / Vertical Blinds e) Wall covering f) PVC and Ceramic flooring g) Parquet flooring h) Electrical services i) Carpet tiles j) Ceramic tiles k) Metal ceiling l) Demountable partition j) All types of office furniture's.

**My responsibilities in AL REYAMI OFFICE INTERIORS are as detailed below:**

* Dealing with all the leading Consultant, Contractors & construction cos. Which is based in Dubai, Sharjah, Jebel Ali, and Media City?
* Managing the sales operation and accountable for increasing sales growth.
* Having good experience in turnkey interiors designing, planning and execution of the projects.Dealing with all the consultants, Contractors & Construction Companies,Design Companies.
* Monitoring the sales force with the monthly target given and Achieving it.
* Comprehensive knowledge of the UAE market.
* Self Motivated, Smart and capability of leadership to face challenges& achieve the target.
* Implementing sales promotional activities as a part of brand building and market development effort.

**PERSONAL PROFILE**

**Age** 49 YEAR

**Nationality INDIAN**

**Gender** MALE

**Marital Stat** MARRIED