

## CURRICULUM VITAE

### PERSONAL INFORMATION

FULL NAME	Vivek Bhatt
CURRENT LOCATION	Dubai, United Arab Emirates
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DRIVING LICENSE	UAE License



### WORK HISTORY

CURRENT COMPANY	<b>NAFFCO Aviation</b>
LOCATION	Dubai, UAE
POSITION HELD / DESIGNATION	<b>Sales Manager – Africa &amp; Middle East</b> <ul style="list-style-type: none"><li>• Monitor competitive activities, identify customer future needs in terms of product portfolio in Aviation (Airport runway equipment, Ground support equipment, Land side equipment etc).</li><li>• Attend to the customer during the complete sales cycle and follow up project milestones in close cooperation with Sales team.</li><li>• Management of sales team in Aviation equipment (Airside &amp; Landside).</li><li>• Coordinate with team in Africa for all our products – Equipment Sales, Technical Services, Workshop Services, Annual contracts and Upgrades etc.</li><li>• Responsible for developing the overall business for Middle East &amp; Africa, in cooperation with the fellow Managers in UAE and local agents in Africa.</li></ul>
WORK EXPOSURE / JOB PROFILE	
DURATION [FROM – TO]	<b>February 2022 to Currently working</b>

PREVIOUS COMPANY	<b>Al Faris Equipment Rentals LLC</b>
LOCATION	Dubai, UAE
POSITION HELD / DESIGNATION	<b>Sales Manager</b> <ul style="list-style-type: none"><li>• Generate inquiries for Heavy lifting &amp; heavy transportation solutions.</li><li>• Targeting Projects in design stage and working with internal team and consultants to increase order winning prospects.</li><li>• Providing technical and commercial support to the sales and service teams to ensure that requirements/objectives are met.</li><li>• Analyzing the market situation, monitoring competition, and recognizing trends to provide better services.</li><li>• Resolving any sales related issues with customers, monitor the team's progress, identify shortcomings &amp; propose improvements.</li></ul>
WORK EXPOSURE / JOB PROFILE	
DURATION [FROM – TO]	<b>September 2018 to December 2021</b>

<b>PREVIOUS COMPANY</b>	<b>K &amp; P Equipment Ltd.</b>
<b>LOCATION</b>	Africa & USA
<b>POSITION HELD / DESIGNATION</b>	<b>Sales Executive</b>
<b>WORK EXPOSURE / JOB PROFILE</b>	<ul style="list-style-type: none"> <li>• Business development in USA &amp; Africa market for Industrial Hardware, Automation machineries &amp; Safety tools for various industries, and achieving sales operational objectives (\$100,000 per month).</li> <li>• Strategic business approach led to the development of 200 new customers including 22 projects within a year.</li> <li>• Develop and implement marketing plans to gain market share and increase profit, robust management, and optimization of product portfolio.</li> <li>• Prepare proposals and tender bids, presentations, proposals, and sales contracts.</li> </ul>
<b>DURATION [FROM – TO]</b>	<b>March 2016 – July 2018</b>

<b>PREVIOUS COMPANY</b>	<b>NDTS Pvt. Ltd</b>
<b>LOCATION</b>	Mumbai, India
<b>POSITION HELD / DESIGNATION</b>	<b>Sales Engineer</b>
<b>WORK EXPOSURE / JOB PROFILE</b>	<ul style="list-style-type: none"> <li>• Develop sales revenue by offering NDT Inspection services, Rental equipment &amp; accessories to defined range of verticals (Oil &amp; Gas, Power, EPC &amp; MEP etc)</li> <li>• Client acquisition for products/services in a designated region and respond to enquiry generation, quotation and tender response, negotiation, and order closure.</li> <li>• Support marketing by attending trade shows, conferences, and other marketing events.</li> <li>• Training of self on NDT techniques and products, making technical presentations and demonstrating how a product will meet client needs.</li> </ul>
<b>DURATION [FROM – TO]</b>	<b>December 2012 to February 2016</b>

<b>ACADEMIC QUALIFICATIONS</b>		
<b>QUALIFICATION</b>	<b>NAME OF THE UNIVERSITY</b>	<b>YEAR OF PASSING</b>
<b>BTech. in Electronics &amp; Communication</b>	University of Leicester (Leicester, UK)	2012
<b>Diploma in Electronics &amp; Telecommunication</b>	V.E.S. Polytechnic College (Mumbai, India)	2008