

CURRICULUM VITAE



TOTAL 25 YEARS HARDCORE UAE EXPERIENCE/Equipped with **500 SKILLS+**

Applying for GM/Business Head/Sales Head/Business Development
Head/Interiors,Furnitures,Joinery/Projects.

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CAREER OBJECTIVE:

Seeking position of **General Manager/Boniness Head/Sales Head/Business Development Head** in a prestigious company that can utilize my hardcore 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/Target/Vision.

HARD CORE SKILLS:

SKILLS:-

Professional Skills/ Soft Skills/ Tech Skills/ Sport Skill/ Hard Skills/ Personnel Skills/ Knowledge Based Skills.

PROFESSIONAL SKILLS:-

Sales and Marketing/ Finance/ Human Resource/ Project Management/ Presentation/ Negotiation/ Conflict Management/ Client Relation/ Lead Generation/ Sales and Marketing Planning/ Organization/ Leadership /Motivational/ Hiring, Recruit/ Delegation/ Complex Problem Solving/ Self Motivating/ Communication/ Active Listening/ Team Management/ Ask Question and Listening/ Prospecting/ Storytelling/

SOFT SKILLS:

Leadership/ Decision Making/ Communication/ Net Working/ Collaboration/ Analyze and Forecast/ Public Speech/ People Management/ Strategic Thinking and Planning/ Creativity, New Ideas/ Stress Management/ Productivity/ Adaptability/ Interpersonal/ Persuasion.

SPECIAL QUALITIES:

Breath Like Fire /Result Driven/ Game Changer/ Impossible to Possible / Solution Finder/Leadership/

CERTIFICATION:

- a) Business Management (Diploma in Business Management from ACADEMIC COLLEGE OF LONDON UK. Year 2008**
- b) Diploma in Sales & Marketing Management from London (U.K) Year 2008**
- c) Degree in Bachelor of Commerce from Bombay Board University. Year 1987**
- d) Knowledge of Microsoft words, Excel, Ms Office& Internet, Power Point.**

- e) Board Certificate in Typing.
- f) Holding International certification in Time Management.
- g) Holding International Certification for Presentation & Public Speech.
- h) Holding Several CERTIFICATES from SPORTS activities in SCHOOL/COLLEGE times/

PERSONNAL ACHIVEMENTS:

Received best recognition in AL Mulla interiors for best leadership qualities in the year 2001. Received highly recognition in Vivan interior for Business Leadership management in the year 2023. Holding Sports certificate in Running/ Discuss throw/ Football/ Cricket/

AWARDS:

Received Award in College for best student in the year 1990, also received award for Best management Leadership in Business in 2023. Best award for Business increase by 150%.

FOREIGN LANUGAGES:

English American accent+ Arabic + Tagalog + French + Spanish.

MEMBERSHIP:

Holding membership in Club for 1) Football 2) Cricket 3) Swimming 4) Travelling 5) Gymnasium/Dinning Club/

HOBBIES & INTEREST:

Boxing/Kung fu/Karate/Running/World travel/New skills earning/Photography/World& Business New research/ Swimming/

BUSINESS HEAD: MUMBAI

OCTOBER 2021 TO JUNE 2024

VIVAN INTERIO (MUMBAI)

Is a well-known organization engaged in interior Designing, Turnkey Interior Contracting, Custom Furniture Modular Furniture Manufacturing and Suppliers of a wide array of office, Home and Showroom Furniture?

Here I worked as a Business Head / Sales Director/

I am taking care of Entire Team Sales and Marketing Team, Administration and Factory team Managing Modular Furniture Factory and also to Manage Payment Collection. Also taking care of HR to Recruit Right Minded people and their Evaluation and motivating the new joiners. I was taking Care of Admin. Also I was involved in Accounts and Finance Planning /Innovation/Expanding Business Strategies and Formation Innovation Ideas.

- Successfully developed and implemented sales strategies leading to an increase in yearly sales by 80%/

- Created and maintained strategic relationships with key clients to ensure repeat business.
- Set and exceeded quarterly sales goals resulting in a 60% increase in overall profits

AUGUST 2012 TO DEC 2020: GENERAL MANAGER /BUSINESS DEV DIRECTOR

II. COMPANY: ALI AL MULLA INTERIOR DECORATION (AL QUOZ)

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. ☐ Human Resource: Successfully and recruiting the right candidate for the company. ☐ Skilled and Unskilled Team: Successfully managing skilled and unskilled teams. ☐ 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.

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- ☐ Making strategy and marketing planning for development of marketing sales team and implementation of successful marketing strategies

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

COMPANY: BMC GULF TRADING AND CONTRACTING LLC/ INTERIOR DECORATION. (JEBEL ALI)

BMC Gulf Trading and Contracting Turnkey Interior Design Project

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 And Collection Head
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 / HUMAN RESOURCE Department/ ACCOUNTS Department/FINANCE Department/

- ☐ Strengthening the sales and Marketing team and motivating them.
- ☐ 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
- ☐ Organizing promotional activities like Campaigns, Camps, and Promotions & Loyalty programmes for enhancing market visibility & achieving better results.

- I was also the head of collection dept to recover all the PENDING 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 relationships with key decision makers for business development and Projects approval.**

IV. JANUARY 1998 TO JAN 2005: SALES AND BUSINESS DEVELOPMENT MANAGEMENT.

COMPANY: AL REYAMI GROUPS (OFFICE FURNISHING INTERIORS) HEAD OFFICE KARAMA

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.

a) 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

Driving Licence To be Renewed