**PERSONAL DETAILS**

Dildeep Gabrhi

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Location: London

**Personal Profile**

A creative, persistent, agile and driven business development manager, with over 10 years of IT experience who is more than able to nurture relationships with existing clients and to develop new business opportunities. Is an expert at putting together penetrative marketing strategies that can help businesses to fulfil their potential. He has an enthusiastic approach to direct sales and possesses a proven track record of achieving targets in a competitive environment.

**Skills and Competencies**

* CRM developer
* Working with Scrum Agile methodologies
* Hardware experience including installation of Local Area Network (LAN), WAN, routers, TCP/IP
* Experience in Web Optimisation including CPC, SEO, SEM, PPC, AdWords campaigns.
* Introducing new technologies and processes (Oracle RightNow, SalesForce)
* Developing innovative lead generation systems increasing profit margin by 10%
* Strong analytical skills allow for identifying trends in data sets.
* Using UML to illustrate and develop new B2B products.
* Using Splunk to automate processes and interrogate data.
* Brokering deals (£20k for single domain) and managing domain portfolios of over £10 mil
* Providing in-house technical leadership, automation and penetration testing
* Skills include HTML, CSS, UX testing, QA, XML, JavaScript, JAVA, MySQL, DRM
* DBS Certified

**Employment History**

**Zühlke Group Mar 2022 – Dec 2023**

**Advanced Software Engineer**

As a Software Engineer at Zuhlke, I contributed to two significant projects:

Early Onset Dementia Detection SDK Component Library:

• Developed and successfully delivered an SDK component library for a medical company.

• The primary goal was to detect early onset dementia.

• The software, classified as a medical device (SaMD), required millisecond accuracy.

• Leveraged technologies such as StencilJS, Storybook, Lerna, and Jest.

• Emphasized robust testing practices to ensure a stable and reliable product.

Internal Mortgage Illustration Tool for a Major Bank:

• Worked on an ambitious project to create an internal mortgage illustration tool.

• Crafting well-structured and readable code.

• Integrating with the bank’s custom libraries and design systems.

• Collaborating effectively with multiple global teams.

• Managing a single code base and shared deployment infrastructure.

My experience at Zuhlke honed my technical skills, teamwork, and problem-solving abilities. I’m proud to have contributed to impactful projects that address real-world challenges.

**Freelance Feb 2018 – Present**

**Community services developer**

Creating and developing a community engagement network through digital means, including

events organising, mentoring, and technology solutions integration.

* Covid response initiative to provide hot meals to NHS Trusts
* Project management of operations
* Development of Stock control systems, CRM, EPOS
* Grass roots campaigns to mobilise the community for better support.
* Coordinating safety and wellbeing training
* Innovating and developing inhouse audit procedures for community transparency
* Raising awareness of issues surrounding Grooming, Mental Health, Alcoholism, Drug Addiction, Diabetes, Cancer and other health issues and developing safeguarding courses

**Re-Instate – Erith Feb 2016 – Feb 2018**

**Business Development**

Responsible for identifying areas of business improvement by capturing, analysing, and documenting business and user requirements. Promoting online presence and building new IT suite systems.

* Leading employment service project
* Identifying the company’s goals and objectives
* Using the Theory of change to implement changes.
* Organising fund-raising events
* Working closely with the company’s IT department, implementing a Cloud computing solution
* Identifying possible improvements to financial and operational efficiency
* Installation of IT network and process management
* Customer relationship and new lead generation
* Leading, coaching and influencing clients to achieve their best.
* Establishing online presence and marketing re-branding
* Working with business owners to develop solutions.

**Sabbatical – Travel Asia Feb 2015 – Jan 2016**

**Sedo GmbH – Cologne, Germany Jun 2013 – Feb 2015**

**Global Country Manager / Business Development**

Responsible for developing the UK/Ireland market and Key partner accounts in Asia/Europe. Working with PR agencies, running auctions, hosting networking events, reporting and growing sales. Running social networking campaigns, high value brokerage deals and lead generation.

* Managing all operations for UK/Ireland marketplace plus top key B2B international accounts. Responsible for profit, revenue, cash, quality targets and maintaining technical implementations.
* Setting up and promoting market specific auctions. Setting auction reporting standards for all markets to follow.
* Creating and reporting monthly, quarterly, and yearly reports for revenue, sales targets, registrar implementations and domain monetisation.
* Daily contact with clients and regular face-to-face communications to establish long lasting relationships.

**Sedo GmbH – Cologne, Germany Feb 2012 – Jun 2013**

**Technical Sales Engineer /Key Accounts Management**

Moved to Germany integrating B2B partner solutions. Project lead on sales drive initiatives and lead generation systems. Created a lead generation system integrated with CRM system to provide the sales team with quality leads that could be tracked, resulting in sales increase.

* Technical account manager for key partner accounts in Asia
* Provide pre and post sales advice and support.
* Quality assurance testing for optimal product uptime
* Identifying and establishing new business
* Organising technical sales calls, client visits abroad and cross country
* Developing relationships with clients and identifying new monetising strategies
* Attending global industry conferences and events, WHD, NamesCon, Dmexco.
* Presenting on stage at global conferences
* Negotiating contracts, terms & conditions, special requirements with executive management and legal team for valued clients

**Sedo LTD – London Aug 2010 – Feb 2012**

**Brokerage /Account Management**

Appraisals and brokerage sales for UK market. KPI reporting and IT support for the office. CRM administrator.

* Gaining a strong knowledge and understanding of a clients’ brand and products
* Day to day management of client accounts and domain portfolio optimisation
* Organising Key account networking events in London (SedoPro Event)
* Development of strong relationships with key decision makers.

**Unique Services – Greenwich Oct 2008 – Jul 2010**

**Hardware Technician**

**Education and Qualifications Languages**

BSc (hons): Computer Science – Brunel University (2008) English: Native

BTEC: in Computing (2004) German: Intermediate

A Level: Mathematics (2002) Punjabi: Fluent

8 GCSEs: Incl. Double Science, English and Math’s (2000) Hindi: Basic

**References available on request**