

SAHIL KHARBANDA

CLIENT RELATIONSHIP & PROJECT MANAGER 📍 DUBAI, UAE, DUBAI, UNITED ARAB EMIRATES ☎ +971581653608

◦ DETAILS ◦

Phone Number
+971581653608

Email Address
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Date of birth
25/02/1994

Nationality
Indian

◦ LINKS ◦

[Website](#)

[LinkedIn](#)

◦ SKILLS ◦

Project Management

Client Relationship Management

Account Management

Business Development

Agile/Scrum Methodologies

Team Leadership

People Management

👤 PROFILE

Highly accomplished IT Consultant with over 8 years+ of experience. Proven track record in managing complex projects across industries ranging from IT, Education, Non-Profit, Retail, Healthcare, Consulting, Manufacturing, Media, Entertainment and Government.

Expert in Account and Client management, People management, and Project delivery with a focus on efficiency and organizational alignment.

📁 EMPLOYMENT HISTORY

Client Relationship | Project Manager at Planet Green Solutions, Dubai, UAE
September 2018 — Present

- Successfully led project requirement gathering, managed the RFP process, and executed effective negotiation and closure, ensuring alignment with client needs and project goals.
- Directed and managed cross-functional projects from inception to completion, consistently meeting timelines and budget constraints. Led the development of comprehensive project plans, clearly defining project scope, objectives, deliverables, and key milestones, resulting in successful project execution.
- Effectively coordinated with teams to optimize resource allocation, task assignment, and progress monitoring, ensuring sustained project momentum.
- Implemented advanced project management methodologies like Scrum, Waterfall and Agile, and industry best practices, significantly enhancing project efficiency and ensuring high-quality outcomes.
- Managed the multiple projects worth value ranging from **\$20,000 - \$50,000** in **GCC Region**.
- Served as the primary point of contact between the client and the company, ensuring clear, consistent communication and promptly addressing all concerns and inquiries.
- Individually managed key government clients, including the **Ministry of Cabinet - UAE, Crown Prince Court - Abu Dhabi, Prime Minister's Office, The Executive Office**, as well as numerous other government and large-scale SME accounts.
- Recognized as the recommended project manager in the company, earning exceptional praise from both clients and internal teams.

Inside Sales & Business Development Executive at Technialabs DMCC, Dubai, Dubai

November 2017 — September 2018

- Spearheaded Lead Generation Engine for Microsoft Cloud Services and other technologies, expanding into MEA and SEA markets covering 100 countries through 4 subsidiaries.

◦ **CERTIFICATIONS** ◦

The Fundamentals of Digital
Marketing
Credential ID - U76 WEA 2NP

Undergoing for **PMP® Certification**,
gained
PMP Certification Exam Prep
Course 35 PDUs

Microsoft Certified Professional

◦ **LANGUAGES** ◦

Hindi

English

◦ **DRIVING LICENSE** ◦

Valid UAE License

- Proficient in arranging and conducting online meetings on platforms like Skype and GoToMeetings to identify and address customer needs effectively.

Sales Consultant at Siddhi Vinayak Technology, Dehradun, India

August 2016 — September 2017

- Established new business opportunities for Microsoft Surface Pro 4 in the Uttarakhand Division region.
- Utilized networking, cold calling, and industry research to identify potential customers and drive sales growth. Successfully bid for tenders, managed proposals, negotiated payment terms, and ensured timely deliveries.

QA Engineer at smartData Enterprises Inc, Chandigarh, India

January 2016 — August 2016 (During Undergraduate)

- Conducted software defect research, ensuring defects were reproducible for effective resolution.
- Performed Smoke, Functional, Regression, and Ad-hoc testing of applications, creating test cases and scenarios.
- Developed Automation Scripts using third-party tools to efficiently test software functionality.



EDUCATION

**Bachelor of Technology in Computer Science and Engineering,
Uttarakhand Technical University, Dehradun**

2012 — 2016