



# SAHIL KHARBANDA

Nationality  
Indian

Date Of Birth  
25/02/1994

Driving License  
Valid UAE License

## PROFILE

- Over 7 years of experience in IT Consulting, Business Development, and Project Management.
- Successfully managed diverse projects in government, IT, Banking, and healthcare industries.
- Demonstrated expertise in Client Management and Project Management.

### Skills

- ♦ Business Development
- ♦ Account Management
- ♦ Team Leadership and Management
- ♦ Project Management
- ♦ IT Sales
- ♦ Client Relationship Management
- ♦ Agile/Scrum Methodologies

## EMPLOYMENT HISTORY

### Client Relationship | Project Manager at Planet Green Solutions, Dubai, Dubai, UAE

September 2018 — Present

- Successfully led and managed cross-functional projects from initiation to completion, ensuring adherence to timelines and budgets.
- Developed detailed project plans, defining project scope, objectives, deliverables, and key milestones.
- Coordinated with teams to allocate resources, assign tasks, and monitor project progress, ensuring efficient utilization of resources.
- Applied project management methodologies and best practices to improve project efficiency and delivery.
- Collaborated with stakeholders to define project requirements and deliverables, aligning project objectives with organizational goals.

### 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.
- Developed quotes and proposals, and adeptly negotiated and renegotiated with clients to secure profitable deals.
- 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

- 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, Uttaranchal Institute of Technology, Dehradun

2012 – August 2016

### LINKS

[Website](#)

[LinkedIn](#)

### LANGUAGES

☒ English

☐ Hindi