

**PROFILE**

**OF**

***DHARMENDRA SUMANTLAL TAILOR***

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## **General Information**

**My Name** : **Dharmendra Sumantlal Tailor**

**Fathers Name** : **Late Dr. Sumantlal Jamnadas Tailor**

**Mothers Name** : **Ramaben Sumantlal Tailor**

  

**Date of Birth** : **10 September 1970**

**Place of Birth** : **Mumbai**

**Nationality** : **Indian**

**Religion** : **Hindu , Darji**

**Native** : **Olpad ( Surat ) , Gujarat**

**Maraital Status** : **Single**

**Languages Known** : **Gujarati (M T) , English, Hindi , Marathi**

  

**Passport No.** : **G4322481**

**PAN No.** : **ABGPT 1898 N**

**Aadhar UID No.** : **5955 5671 2370**

**Residense** : **31, 3<sup>rd</sup> floor , Plot No.130A, Laxmi Nivas,  
D. Lad Road, Mumbai : 400 033. India**

**Email** : **[dharmendra.taylor@ymail.com](mailto:dharmendra.taylor@ymail.com)**

**Telephone** : **LL - 91 22 24701742**  
**Cell - 91 9820 445025**

## **Educational Information**

### **Post Graduation**

**M.B.A ( PGDBA )** : **Institute of Technology & Management**  
**( 3 years Part Time )** **( affiliated to New Hampshire College,USA )**  
**( Recognised by AICTE )**  
**completed in 2000 with 65 %**

### **Graduation**

**D.E.T.E ( 3 Years )** : **S. H. Jondhale Polytechnic**  
**( Diploma in Electronics &** **( affiliated to Board of Technical education**  
**Telecommunication. Engg.)** **AICTE Approced )**  
**Silver Medal in Second Year**  
**completed in 1991 with 63 %**

### **Inter**

**H.S.C. ( Class XII )** : **Bhavan's H. S. College of Science & Arts**  
**( affiliated to Pune Board )**  
**completed in 1988 with 56%**

### **Schooling :-**

**S.S.C. ( Class X )** : **A. E. S. High School**  
**( affiliated to Pune Board )**  
**completed in 1986 with 67%**

### **English Medium**

**Computer Literacy** : **operating Word , Excel , Powerpoint**

## **Professional Information**

Work Experience :-

**V Organisation : Dharam Enterprises**  
**Lalbaug , Mumbai : 400 033.**

**Promoter : Self**

**Business Activity : Sales & Service of Telecom ,OA & Security**  
**products of Panasonic, Toshiba, Sharp,**  
**Samsung, HP, NEC, Polycom, Beetel,**  
**Accord, Matrix, Syntel in government &**  
**private ( SME ) sectors**

**Designation : Proprietor**

**Responisibilities : Business Developement , Recruitment ,**  
**Training , Product Sourcing , Service &**  
**Technical support , developing customized**  
**cost effective solutions -design / execute**  
**cable network for EPABX , Intercom , CCTV**  
**Biometric access control , projections**  
**systems for Offices , Building & Complexes**

**Period : Since November 1997**

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**IV Organisation : ATLAZ Telecom**  
 ( Division of ATLAZ Technologies Pvt. Ltd.)  
 Andheri ( E ) , Mumbai : 400 072.

**Promoter : Dr. T. Chandrasekharan**

**Business Activity : Manufacturing , Sales & Service of Digital EPABX System & Upgradation of CDOT systems in government & private sectors**

**Designation : Sr. Marketing Executive**

**Responisibilities : Business Developement - Direct sales of EPABX & upgradation of old CDOT systems government & Private sector.**

**Bussiness Developement - Channel Sales Development , Product Training & Sales Support to channel partners .**

**Period : July 1994 to May 1997**

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**III Organisation : C-Tel Infotech Pvt. Ltd.**  
 Fort , Mumbai : 400 001.

**Promoter : Mr. Rajesh Sheth**

**Business Activity : Sales & Service of IT Netorking Solutions of leading brands in private sectors**

**Designation** : **Sr. Marketting Executive**

**Responisibilities** : **Business Developement - Direct sales of  
AIWA Modems , Ethernet cards, switches &  
other networking products in SMEs.  
Sales Supprt to sales executives**

**Period** : **April 1994 to June 1994**

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**II Organisation : Sultanallys Solutions Ltd..**  
**Worli , Mumbai : 400 018.**

**Promoter** : **Mr. Abbasally Gabula**

**Business Activity** : **Sales & Promotion of IT , Telecom & OA  
Products of leading brands**

**Designation** : **Sr. Sales Executive**

**Responisibilities** : **Direct sales of Tatafone Answering M/c,  
& Telephones & Tata telecom EPABX  
system & HCL Photocopiers & HP printers  
& Pagelink Pagers & Max Touch Mobile  
Services in SME sector.  
Sales Support - Demonstration & Post  
installation Product Training  
Reseller Development & Sales training &  
support for Network Fax Machines**

**Period** : **October 1992 to March 1994**

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**Overall Tasks Handled :-**

<b>Business Development</b>	<b>:</b>	<b>Direct Selling – client visits , presentations, demos , and maintaining client records.</b> <b>Pre – Sales – Preparing estimates / offers / quotations / correspondence ( MS Word )</b> <b>Post sales – Product sourcing &amp; preparing invoices ( MS Excel ) challans , installation , service reports / AMC / Renewal contracts. sales / purchase statement (MS Excel )</b> <b>Government Sector –</b> <b>Designing solution , preparing budgetary estimate , tender specification .</b> <b>Served – ( state ) Mantralaya , MSEDCL .</b> <b>( central ) Naval Dockyard. Army ( G Engg.)</b> <b>Central Excise , India Post .</b>
<b>Co-ordination</b>	<b>:</b>	<b>For products with suppliers , principals</b> <b>For services with engineers , contractors</b>
<b>Technical Support</b>	<b>:</b>	<b>Pre sales site inspection to prepare estimate and cost effective solution .</b> <b>Post sales site preparation , execution , preinstallation drawing and layouts.</b> <b>installation and service scheduling.</b> <b>Troubleshooting ( on phone ).</b>
<b>Training &amp; Development</b>	<b>:</b>	<b>Product &amp; Services training for staff</b> <b>Post installation training for clients</b>
<b>Rectuitment &amp; Sourcing</b>	<b>:</b>	<b>Interacting with agencies /contractors for staff</b>



## **Individual & Family Information**

### **Personality :-**

#### **Strengths**

- **Ability to identify & technically evaluate product/service for customising applications.**  
**Ability to train & develop freshers.**  
**Ability to prepare cost benefit analysis for products / services applications .**  
**Ability to motivate & help people .**  
**Ability to take responsibility.**  
**Ability to face and evaluate the situation and accept mistakes.**

#### **Beliefs**

- **Satisfaction of others & self through prespiration , perfection, dedication, loyalty , ethics , spirituality & law of land**

#### **Moral Preferences**

**Nation first**

**Client**

**Employer**

**Family**

**Self**

**Interests**

**To learn about new technologies and explore their applications / options .**

**To explain / present and analyse .**

**To solve difficulties / problems .**

**To explore charts / figures to identify / analyse trends .**

**Enjoy viewing debates on stock market ,economy , politics .**

**Enjoy spiritual discourse .**

**Enjoy viewing Football , Hockey**

**Enjoy playing badminton**

**Enjoy travelling . reading ,**

**Love to work with strugglers.**

**Effective Task**

**Coordination & Support**

**Presentation / training**

**Analyse & Explore Solutions**

**Weakness**

- **Introvert & Emotional**
- Straightforward & Soft Negotiator**
- Tactless & Undiplomatic**

**Physical Limitation**

- **Tunnel Vision Disorder due to**
- Glocoma & limp walking due to**
- Polynuritis since childhood ( age 8 )**

***Family :-***

***Father*** ***Was GMP ( General Medical Practitioner )***

***Mother*** ***Old SSC***

***Sisters ( Married )*** ***Diploma in home Science ( Eldest )***  
***Commerce Graduate ( Elder )***

***References :-***

***Distributor ( Business )*** ***Mr. Ajay Ved ( 9821160622 )***

***Ex – Manager*** ***Mr.Virendra Rajput ( 9821238623 )***

***Ex – Manager*** ***Mr.Jeetendra Jagwani (9821211073)***

