



SAJU SAHADEVAN

Mobile : +971-56-2006441 / + 91-9601631876

Email: saju04081976@gmail.com

- **Experienced Business Leader with growing revenue , profit & market share through strategic business development , team development & operational efficiency**
- **Excellent understanding of structuring complex deals and tendering process for Industrial products**
- **Worked in Multicultural environment and led teams**
- **Business Development & Sales Exposure in UAE , Qatar , Oman , Iraq ,Kuwait in Electrical Products , MEP Services , Water & Waste Water EPC , O&G**

Area of Excellence

- **Business Development & Sales**
- **Contract Negotiation**
- **Lead Generation**
- **Market Research**
- **Team Handling**
- **Distribution Channel Management**
- **Strategic Alliances**

PROFESSIONAL EXPERIENCE

1) TURV Consulting Pvt Ltd , Ahmedabad , India June 2019-Till date

Working as Vice President and reporting to the Founder / CEO

- **Responsible for Business Development of Leadership Program for Corporates**
- **Responsible for Business Development of TRANSFORM – Leadership Program for Teens amongst Schools**
- **Advising Corporates regarding Go to Market Strategy for GCC countries**

2) Stratal Trading LLC , Abu Dhabi , UAE Oct 2016 – April 2019

Stratal Trading LLC is a supplier of Lighting Products , Cables , Cable Glands , , Industrial Fans , Switchgear panels & all kind of Electrical Accessories . Stratal Trading has been a supplier to UAE construction market for over a decade

Worked as Sales Director and reporting to the Managing Director

- **Responsible for Prequalification of Products with [ADNOC \(O&G \)](#) , Utilities ([ADWEA](#))**
- **Responsible for Sales of Explosion proof Products , Instrumentation Cables to [O&G sector](#)**
- **Responsible for Sales of Power Cables (LV & MV) , HO7RNF Rubber Cables (Aristoncavi) , Fibre Optic Cables & Cable Accessories in UAE**
- **Responsible for Sales of Light Fittings (Commercial & Industrial)**
- **Responsible for Sales of LV Switchgear components**
- **Liasioning with Manufacturing Companies to add new products lines**
- **Coordinating with Consultants for Product Approvals**

2) Hitachi Ltd , UAE Aug 2008 – July 2016

Hitachi Ltd , Infrastructure Systems Company (www.hitachi.com) is a Japanese EPC contractor in the field of Social Infrastructure .

Worked as Manager – Sales & Business Development and reporting to the President , Middle East HQ

- **Responsible for Business development for MEP Services in Middle East .**
- **Participating in JV agreements with other MEP contractors**
- **Responsible for Prequalification of MEP services with developers & consultants .**
- **Marketing of Energy Saving Technology Ref Assist for Data Centres .**
- **Responsible for Business development for Water & Wastewater Infrastructure Business in Middle East**
- **Responsible for Business Development of EPC of Compact Water & Waste Water Treatment Plants to [Oil & Gas companies](#) , [Oil & Gas EPC contractors](#).**
- **Responsible for Distributor / Agents in UAE . Oman , Iraq , Qatar**
- **Responsible for Aftermarket Sales , O&M contract for Water / Wastewater Units.**
- **Responsible for Registration of Hitachi Products & Services in [National Oil Companies](#)**
- **Responsible for MOU with [Govt Bodies & National Oil Companies](#) for Pilot Projects introducing new technologies from Hitachi .**
- **Coordinating with Government utilities like ADWEA , ADSSC , Taqa , DEWA , Government Agencies Like Environment Agency – Abu Dhabi , RSB , Consultants & authorities for approvals**

Key Contracts won :

- **MEP Services for Qatar Foundation HQ , Contract Value : USD 70 Million**
- **MEP Services for Welcome Pavilion @ Ferrari World , Yas Island –Abu Dhabi : Client : ALDAR Properties , Contract Value : USD 20 Million**
- **Nominated subcontract for water cooled chiller package for Meena Plaza project Client : Meena Holdings LLC , Contract Value : USD 10 Million**
- **MEP Services for Princess Tower , Dubai , Client : Tameer Holdings , Contract Value : USD 20 Million**
- **MEP Services for Palm Jumeirah Monorail Stations , Client : Nakheel , Contract value : USD 15 Million**
- **15 Nos of Solar powered Desalination units for Client : Environment Agency - Abu Dhabi , Contract Value : USD 20 Million .**
- **Burj Khalifa MBR Waster water Plant , Client : Emaar Properties – Dubai , Contract Value : USD 10 Million**
- **MBR Plant for NEDO , Ras AL Khaimah , Contract Value : USD 15 Million**
- **Seawater RO Injection Unit – Pilot Project , Client : ADNOC Offshore, Contract Value : USD 5 Million**
- **Oily Water treatment System – Pilot Project , Client : ADNOC , Contract Value : USD 3 Million**
- **MBR Plant for Staff Accomodation , Client : ADNOC Refining , Korean EPC Contractors (Samsung / GS / SK / Daewoo) , Contract Value : USD 10 Million**
- **MBR plant , Client : PDO , Oman , Contract Value : USD 15 Million**
- **MBR plant for Korean EPC contractors , Client : South Basrah Oil CO , Iraq , Contract Value : USD 5 Million**

3) Arab Development Est (Emirates Holdings) Abudhabi , UAE Dec 2006 – Aug 2008

Worked as Asst Sales Manager and reporting to the Sales Manager

- **Responsible for sales of Riyadh Cables , National Cables , Prysmian Fibre Optic Cables in UAE**
- **Responsible for Prequalification & Sales of National Cables in O&G sector**
- **Key Account Management (Handling Major MEP Contractors)**
- **Responsible for distribution network for National Cables in UAE**
- **Coordinating with MEP consultants to get project approvals**
- **Responsible for Approval of National Cable in Government Utilities like ADWEA , DEWA , SEWA , FEWA**

Achievements : Created new customers generating sales of USD 20 Million

3) Electromechanical Co. LLC, Abu Dhabi , UAE

April 2004 – Nov 2006

Worked as Sales Engineer and Reporting to the General Manager

- **Responsible for Prequalification of Products in [ADNOC \(O&G \)](#) , ADWEA**
- **Responsible for Sales of Explosion Proof Lighting , Instrumentation Cables in [O&G sector](#)**
- **Responsible for Sales & Marketing of Siemens (Switchgear & Automation) , Osram (Lighting), Prysmian Cables and Systems , Megalite (Light Fittings) , Vossloh Schwabe (Lighting Components)**
- **Developing the distribution network for the above mentioned products in Abu Dhabi**
- **Export of Osram products to electrical traders in GCC markets such as Oman, Qatar, Kuwait and European Markets such as France and Italy**
- **Responsible for Project Sales and Key Government Accounts.**

Academic Qualifications

- **PGDBA from IBS , Hyderabad , India**
- **B.E (E&C) from Bhartidasan University , India**

Academic Achievements

- **Received ICFAI Business School Merit Scholarship**

Personal Information

_Date of Birth	:	August 04, 1976
Nationality	:	Indian
Passport Number	:	U5294863 , India
Driving License No.	:	496774, UAE
Visa Status	:	Visit Visa