



# PRABHJEET SINGH GILL

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Nationality: *Indian*      Status: *Married*

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- ❖ Over 14 years vast experience in **Sales & Marketing**
- ❖ Bachelor in Arts (Economics)
- Skills related to the following:**
- ❖ Screeding, Resin Coating Systems Water Proofing & Floor Finishing Solutions
- ❖ Acoustic & Thermal Underlay Systems
- ❖ Lead Generator & Sales Expert
- ❖ Client Relationship Management
- ❖ After Sales Service
- ❖ Excellent Networking Skills
- ❖ Commitment to Customer Satisfaction

## QUALIFICATIONS

Session	Program	Subjects	CGPA/Per.	Institution
1995 – 1997	Bachelors In Arts	Economics	50%	LD Arts College Ahmadabad Gujarat

## EXPERIENCE

**ALAYNA CONSTRUCTION & INTERIOR SOLUTIONS PVT LTD**  
**(AHMEDABAD -INDIA)**

**January 2022 till Present**  
**Business Development Manager**

- ❖ Dealing in the Turnkey and Custom Projects for Space Planning, Project Management, Material Sourcing and Execution across India.
- ❖ Dealing into Premium Villas, Luxurious Premium Residential Buildings, Farm Houses, and Affordable Residential Projects for construction and various interior solutions.
- ❖ Deals into Commercial and Industrial Projects.
- ❖ Dealing with Architects, Developers, Builders, Brokers and Individual Clients.

**SILIKAL INDIA PRIVATE LIMITED (Germany MNC)**  
**(AHMEDABAD – GUJARAT)**

**September 2019 till Feb 2020**  
**Business Development Manager**

- ❖ Silikal is a construction Chemical manufacturer based in Germany which is present for more than 60 years. It has one plant Worldwide which is based in Mainz (Germany). The flooring last for 15-20 years and a 3 years warranty provided by the company after installation. Dealing with the contractors and generating enquiries from Live/Tender sites for all flooring (dry, wet and frozen areas) and can be installed on (concrete, kotastone, tiles, steel, glass, all natural stones and etc).
- ❖ Preparing quotations, sending it to the contractors, architects, developers and clients who are looking for specialised flooring solutions. Dealing into the various industries like food & processing, malls and supermarkets, textile & paper, electroplating & chemical plants, agricultural and animal husbandry, indoor spaces, automotive construction and vehicle workshops, bridge structures, roadways, airfields and car parking.

**LEADERS FORT CONTRACTING LLC (EMAAR Group)**  
**(DUBAI - UAE)**

**May 2017 till Oct 2018**  
**Project Sales Engineer**

- ❖ Dealing with the contractors and generating enquiries from Live/Tender Sites for Floor Screeding and Concrete Repair Works through site visits, Email and Telephone.
- ❖ Preparing Quotations, sending it to the contractors, follow up, negotiation and closure of the Deal.
- ❖ Interacting and Meeting the Purchase/Procurement Manager, Project Manager, and Project Director, Quantity Surveyors and at times with the CEO.
- ❖ Product specialization in Semi Dry Mix Screed, Ready Mix Screed, Self-Levelling Screed, Bonded and Unbonded Screed.
- ❖ Licensed applicator for Mapei/BASF/Colmef/Fosroc/Lafarge/Readymix/Unimix/Unibeton/Ardex/Sodamco Weber Screed.

**PROJECTS WON FOR THE COMPANY (Worth 30 Million Dirham INR 60 CR)**

- 1)Agora Mall -Palm Jumeriah
- 2) Merano Tower-Business Bay
- 3)Big Box 2
- 4)Al Wasl Plaza
- 5) Hilti office
- 6)Dubai creek Harbor building
- 7)Tower 2 @JVT
- 8)Mai Dubai factory

**GCS GERMAN CONCRETE WORKS LLC**  
**(DUBAI - UAE)**

**January 2016 till April 2017**  
**Sales Project Manager**

- ❖ Dealing with the contractors having the floor finish works.
- ❖ Generating inquiries stating the scope of work and forwarding the Bills of Quantities (BOQ's) to the Estimation Department.
- ❖ Dealing with the Purchase Manager, Project Manager, and Project Director and at times with the CEO.
- ❖ Generating leads from the UAE along with Qatar.
- ❖ Visiting the Live sites for generation of enquiries for below mentioned product line offered by the company.

- ❖ Supplying and installing all types of resin coating systems (MMA, Polyurethane, Epoxy coatings and Dust Sealer).
- ❖ Supplying and installing all types of floor levelling screed systems (Bonded, Un-Bonded, Floating Screed, Heavy Duty Screed and Lightweight Screed).
- ❖ Supplying and installing acoustic and thermal underlay systems.
- ❖ Waterproofing solutions for internal and external installations.
- ❖ Floors finish solutions (Tiles, Marble, Vinyl, Linoleum, Carpet and Rubber).

### **PROJECTS WON FOR THE COMPANY (Worth 50 Million Dirham INR 100 CR)**

- 1) Metropolitan Hotel (Sheikh Zayed road)
- 2) 4 towers @Dubai creek Harbor
- 3) Tiara United Towers @Business Bay
- 4) Gems International school @RAK
- 5) Jumeriah Beach Resort
- 6) Al Meena Tower (Abu Dhabi)
- 7) Bank of Abu Dhabi
- 8) Zulekha Hospital
- 9) 4 star beach resort
- 10) 12 Silikal coating projects
- 11) Rail projects in Qatar
- 12) Robinsons showroom @Festival City
- 13) 10 Villas

### **Docland Services Ltd (AHMEDABAD INDIA)**

**July 2015 till November 2015**  
**Gujarat Sales Head**

- ❖ Selling the membership to the Doctors and Hospitals across Gujarat.
- ❖ A trusted name for protecting doctors from Medical Negligence Cases and other cases related to Civil, Consumer, and labour Courts through local and the Honourable supreme court of India.
- ❖ providing Indemnity claim Insurance along with the Legal Services to the doctors and Multispecialty hospitals by Oriental Insurance company for last 19 years across India.
- ❖ Taking care of 3 branches namely (Ahmedabad/Gandhinagar and Baroda) and handling a team of 15 executives.

### **HMG PROPERTIES LLC (DUBAI - UAE)**

**January 2014 till July 2014**  
**Property Consultant**

HMG Properties was founded in 2009. The 2008 World financial crisis changed the US situation Real Estate scenario. HMG took advantage of the situation and started building their success on property management and development, first in the US and later on in Europe.

- ❖ An International Real Estate group with presence in Middle East, Europe and USA.
- ❖ Creating the data base to pitch the properties already purchased by the group.
- ❖ Closely working with the network of the real estate brokers in Dubai.
- ❖ Designing strategies to reach the target segment.
- ❖ Attending the Real Estate Exhibitions to create a network for the properties purchased.

**UNITED KINGDOM SCREEDERS GULF LLC**  
**(DUBAI - UAE)**

**December 2012 till January 2014**  
**Sales Executive**

United Kingdom screeders company Gulf LLC, founded in 2009 and is a specialist's screed contractor with over 20 years of experience in the supply and insulation of floor screeds & associated products. As a result of phenomenal growth, UKS has developed partnership with World leading supply chain partners such as the coveted partnership with Al- Habtoor Enterprises.

- ❖ Identifying the prospective and potential client.
- ❖ Calling up the construction sites which are ready for Screeding Solutions.
- ❖ Coordinating with the Purchase Manager, Project Manager, Project Director and sometimes the CEO for generation of Screed Leads.
- ❖ At times meeting them in their office or Construction Site for generating the enquiries/leads.
- ❖ Sending them the Quotations and Rates.
- ❖ Coordinating with the in-house team of Contracts Manager, Project Manager and QS for generated leads.
- ❖ Discussing the daily requirements of the Screeding with my Contracts Manager so that he visits the prospective companies and close the deal on Best Rates.

**VODAFONE UK PROCESS**  
**(AHMEDABAD-INDIA)**

**April 2012 till October 2012**  
**Customer Service Executive**

- ❖ Handling the Email and Voice process.

**IMPACT ADS AND EVENTS**  
**(MUMBAI-INDIA)**

**October 2008 till March 2011**  
**Senior Marketing Executive**

- ❖ Meeting prospective clients for generating Business for Advertisement.

**INTELENET GLOBAL SERVICES PVT LTD**  
**(MUMBAI - INDIA)**

**December 2007 till September 2008**  
**Senior CSR**

- ❖ Handling Barclays CT4 process (U.K.Process)

**IBM DAKSH**  
**(MUMBAI - INDIA)**

**October 2006 till May 2007**  
**CSR**

- ❖ Handling Orange Broadband Technical Customer Support Process (U.K.Process)

**SUKHPAL ELECTRICALS**  
**(GANDHINAGAR - INDIA)**

**September 1996 till September 2006**  
**Site Supervisor**

*I do hereby declare that all the details furnished above are true and to the best of my Knowledge and belief.*

**(Prabhjeet Singh Gill)**