



# FAHAD YEZDANI

## Architect Manager

### PERSONAL

Birthday : 03rd December 1994  
Relationship : Married  
Nationality : Indian  
Languages : English, Urdu, Hindi  
COA License #: CA/2017/87571

### SKILLS

Leadership & Teamwork ██████████  
Strategic Planning ██████████  
Team Management ██████████  
Salesforce ██████████  
Issue Tracking ██████████  
Public Speaking ██████████

### SOFTWARE

Autocad ██████████  
Sketchup-VRAY ██████████  
Lumion ██████████  
Revit ██████████  
3ds Max-Vray ██████████  
Photoshop ██████████  
Illustrator ██████████  
Indesign ██████████  
MS Office ██████████

### CONTACT

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Grammar Colony, Tolichowki,  
Hyd - 08, Telangana, India.

### PROFILE

I have a huge curiosity for innovative skills, new design technology, and a passion for public speaking. My strengths include design thinking, communication and people skills, extensive research, analytical problem solving and planning, multidisciplinary approach, and quickly mastering pertinent skills with ease and competence. Powered with a professional education and a brief work experience - I have emerged as a well-organized and detail-oriented Architect, with a specialization in sales and design management, becoming proficient in all aspects of building design, business growth and development, programming, space planning, design development, vendor management, project scheduling, sales analysis, business process improvement and construction administration.

I picture a work environment that is open to innovation and seeks challenges that surpass my design flair, creative sense, organizational talent or even my interpersonal skills. As a team leader I have been committed to creating a positive working environment through cooperation and a focus on service delivery

### Education

**M.Arch:**  
JNA&FA University (2017-2019)

**B.Arch:**  
JNA&FA University, (2012-2017)

### Experience

#### Business Manager

May '19 - Present

Livspace | livspace.com

- Started as an Interior designer and dominated the role and had clocked 2 Cr as booked GMV for a period of 6 months with an avg of 35L/month and then was promoted as Business Manager.
- Spearheaded a team of 18 including Design & Project managers, Senior & Junior Designers, draftsman and 3D visualisers by building enthusiasm and adapting feedback.
- Actively monitored key performance metrics of the sales & design team, identified challenges and created solutions.
- Maintained a consistent conversion percentage at 20%, booked and delivered projects ranging from 6lacs to 65lacs.
- Recognized for increasing sales revenue by 15% in the first 60 days.
- Developed new ideas for increasing sales and easing the process and was applied effectively to PAN India through the suggestion of R&D dept.

#### Junior Architect

May '17 - Feb '18

DesignAware | designaware.org

- Initially hired as a junior architect, but was quickly promoted and effectively led a team of three architects.
- Engaged in providing full concept through delivery architectural design.

#### Freelancing Architect

Jan '16 - Present

KIFAH Architects

- Managed multiple commercial and residential projects with budgets upto RS. 40 crore.
- Led a team of two interns to develop, produce and deliver 3D views, construction documents.
- Delivered 3D walk through videos for big banner developers.
- Managed construction administration, municipal zoning applications & building code reviews.