

CURRICULUM VITAE

Naman Gala

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◆ Location: Mumbai

EXPERIENCE

PSL India Pvt. Ltd. (Soccer Connections), (Aug 2014 - Dec 2015)

Position -Head: Business Development & Operations

Nature of Work:

- Overall operations management including day to day ground management & coordination.
- Ensure fulfilment of existing clients needs and maintain healthy relations
- Identify & build relationships with new potential clients by networking & cold calling.
- Prepare decks and make presentations to clients, manage negotiations, convince & close deals.
- Market research & develop innovative strategies & schemes to attract potential clients
- Team Management: Conduct weekly coaches & team review meetings to track overall progress & feedback on challenges faced during the week.
- Identify potential talent for training
- Vendor Management: Identification of new vendors in the circuit, bring in creative products & manage negotiations.
- Making sure the client database is up to date at any given point of time.
- Conduct in-house induction programs for coaches.
- Client feedback & grievance handling
- Cash flow planning.
- Event planning & execution.
- Business analysis & making projections to set targets and achieve the numbers.
- Ensuring follow ups & payment collections in specific time
- Celebrity kids training management

Achievements

- Successfully organised the Inter school football championship: Junior Football Championship (JFC) with 400 kids participating from elite schools & NGO's.
- Signed up in-curriculum training programs at reputed schools mid-term (280 kids aged between 2yrs to 12yrs)
- Event Sponsorships: Successfully tied up with elite sponsors for the JFC.
- Successfully organised soccer theme birthday parties for well-known families in Mumbai.

**Simplex Prefab (Precast Construction), (Oct 2012 - July 2014):Khopoli/
Nariman Point**

Position: Project Manager & Marketing Manager

Nature of Work:

As a Project Engineer (Oct'12 - Jul'13)

- Precast projects on site execution for AdlabsImagica (Khopoli) , Nhavasheva logistics (JNPT), NPCIL (Ratnagiri)
- AdlabsImagica - 3nos Precast control rooms, NhavaSheva& NPCIL - Precast Hollow core boundary wall 6 kms.
- Project engineer for the above three projects which included precast material management, manpower & equipment handling, documentation & daily progress records, coordination with production unit, logistics for timely material delivery, grievance handling& client feedback.
- Precast production unit knowhow - Precast pre-stressedHollow core slab production, tilting table production, battery mould & staircase mould production, RMC plant operations.

As a Sales & Marketing Manager (Aug'13-Jul'14)

- Client relationship management
- Manage existing clients & build relationships with new potential clients using networking & cold calling.
- Make client specific presentations
- Hosting client visits at plant, explaining the technology & rounds of technical discussions with design, production & project departments
- Coordination with internal departments
- Tender preparation with documentation & tender bid processing
- Prepare proposals & techno commercial negotiations with client, convince & close deals.
- Market research and strategic planning to attract more business.
- Making yearly targets & maintain progress records.
- Update job knowledge by participating in educational opportunities.

Vijay Group, (Apr 2011 - May 2014): Thane

Position: Civil &Liaison Engineer

Nature of Work:

- Site execution of an under construction tower (G+12)
- Supervision, shuttering (column ,beam ,slab), slab checking, casting, concrete mix design, reinforcement steel checking, quality supervision, safety on site & daily progress reports
- Coordination with Contractor & manpower management
- Revenue records: Land procurement in Karjat, Raigad district, Maharashtra
- Land documentation - 7/12,6A,8A,Gutbook, TILR Survey
- Visiting various government depts. in relation to above documentation
- Conversion of Land procedure - Agricultural to Non Agricultural
- Municipal architects, design architects, town planning divisions' coordination.

R R Patel Contractors (2010)- Thane

Position: Trainee Engineer (Internship)

Nature of Traineeship:

- Construction process of G+14 building.
- On site activity management.
- Interaction with labour contractors, carpenters, masons, material suppliers
- Preparation of Daily Progress Report
- Finishing activity.

I.T. SKILLS

- Advanced Skills in - MS-Excel, Word, PowerPoint
- Microsoft Project
- Social Media Marketing

ACADEMIC PROFILE

| EXAM | INSTITUTE | YEAR | GRADE |
|-------------|--------------------------------|------|------------------------------|
| B.E. Civil | MIT, Pune University | 2010 | First Class with Distinction |
| HSC, Mumbai | RamnarayanRuia College | 2006 | A (First Class) |
| SSC, Mumbai | Don Bosco High School, Matunga | 2004 | A (First Class) |

LANGUAGES

- *English*
- *Hindi and Marathi*
- *Gujarati & Kutchi (Native)*

EXTRA CURRICULAR ACTIVITES AND HOBBIES

- Running – For fitness
- Hiking – Northern India
- Bicycling & association with BCC
- Social & digital media
- Music & Guitar

UNIQUE SELLING POINT

- Strong work ethic
- Determination to learn, develop and grow

- Creative thinking, positive attitude and being organized

BEST FIT FOR

- Business Development
- Sales Execution
- Marketing
- Operations management (On/Off ground)

REFERENCES- *Available on request*