

# Sanjota S Jawanar

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## LINKS

[LinkedIn](#)

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## PROFILE

With a solid foundation in construction management and an unwavering commitment to timeline, combined with extensive experience in client handling and business growth strategies, I offer over 12 years of expertise at the intersection of civil engineering with knowledge of construction sequences in civil structural constructions above or below the ground and business development.

Dedicated to driving innovation, fostering client trust, and accelerating business expansion, I'm ready to lead changes that set new industry standards and help businesses thrive in today's competitive market.

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## SKILLS

B2B Sales

Auto CAD

Lead Generation

Tender Document preparation

Business Development Strategies

Cost Analysis Expertise

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## EMPLOYMENT HISTORY

Sep 2016 — Till Date

### **Assistant Manager Business Development- Shimizu Corporation India Pvt. Ltd.**

- Technical Documentation and Collateral Development:
- Providing optimal assistance to the General Manager in handling a variety of tasks.
- Conducting in-depth analysis of business performance versus business goals.
- Contributing to the development of yearly business plans that work toward future growth.
- Overseeing sales, marketing, and business development goals.
- Liaison with Consultants like JLL, Colliers, etc, seeking related information.
- Arranging and attending meetings with clients to understand their project requirements before Co-ordinating with Technical teams to understand the detailed technical specifications.
- Facilitate client land selection within industrial parks by coordinating with Govt. Officials for necessary approvals.
- Collaborating with Govt. officials as needed to facilitate land-related approvals and sanctions until the client obtains the possession certificate.
- Working closely with Internal Design and Estimation teams to ensure alignment with Client's project Objectives.
- Co-ordination with vendors & final settlement of the invoices received from vendors.
- Marketing Communication: Design & Production of Brochures, Marketing /Sales templates, etc.
- Communicating the progress of quarterly initiatives to internal and external stakeholders.
- Effectively generating new leads and client relationships.
- Building long-term trusting relationships with clients to achieve ultimate client retention.
- Stepped up to learn Managing front-end and back-end development in the company's Portfolio Analyst, Employee Track, and Account Management systems.

Apr 2014 — Sep 2016

### **Quantity Surveyor- SNN Builders**

- Estimating and abstracting quantities from architectural and structural drawing along with interiors for residential buildings.
- Preparation of Final BoQ.
- Preparing client modification and working on AutoCAD drawings as per requirement and costing for the same.
- Assigning sub-con for civil works
- On-site measurements and billing as per actuals.

Feb 2013 — Sep 2014

### **Quantity Surveyor and quality Control- Adarsh Developers**

Projects- Responsible for QA/QC documents of the complete project including certificates, calibration, test results, inspection requests, non-compliance reports and site instruction/observations, permanent materials delivered, and other important QA/QC documents at Adarsh palm retreat. (Residential and commercial project)

Aug 2011 — Jan 2013

### **Quality Assurance Quality Control- Biodiversity Conservation India Pvt. Ltd.**

Projects- Responsible for QA/QC documents of the complete project including certificates, calibration, test results, inspection requests, non-compliance reports and site instruction/observations, permanent materials delivered, and other important QA/QC documents at Zed Woods, Zed Earth, and Zed Collective.

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## **EDUCATION**

Aug 2011

Bachelor of Engineering in Civil - BLDEA's VP Dr PGHCET Bijapur- Karnataka

## **INTERNSHIPS**

Jan 2011

Builder Association India: Certified

- Recognized as the best **"Emerging Professional"** for the Batch 2011.

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## **PERSONAL DEVELOPMENT PERSUITS**

- Currently Undertaking Japanese Language Studies to enhance my skills and broaden my cultural understanding.
- Researching market trends to identify in-demand skills and pursuing relevant courses for self-upgradation, thereby adding value to the company.
- Passionate and Enthusiastic traveler with strong communication and persuasion skills, adept at navigating diverse cultures and environments. Possesses proficiency in multiple Indian Languages, facilitating seamless interaction and connection.