



Pravin Dusane

Sales Professional

Contact

-  Dubai, U.A.E.
-  pravin_dusane@yahoo.co.in
-  +971 50 3076238 /
+971 56 9404645 /
+91 9867533625
-  <https://www.linkedin.com/in/pravin-dusane-946b0832/>
-  <http://pravindusane.com/>

Education

Master of Business Administration
CHIFLEY BUSINESS SCHOOL
2013

Certification

Project Management Professional PMP® – 2020.
Professional Management Development (LYNCHPIN Training, Dubai, UAE) – 2016.
E-Learning course (Xpert Learning by Skillsoft, Dubai, UAE) – 2010.
Maharashtra State Certification in Information Technology.

Personal profile

I am an enthusiastic, dynamic and a result oriented sales professional with 16+years of record achievements and demonstrated success driving sales for some of the renowned international organizations in India and UAE. I am tenacious in building new clientele, increase profitability and sales volume by identifying and securing key clients, implement competitive strategies with a customer centric approach.”

Skills

Sales & Business Development: Key Account Management, Market Expansion.
Commercial: Competitive Analysis, Complex Commercial Contracts & Tenders
Computer & Data Science:
Project Management: New Product Launch, Identification of Niche Target Market, Strategic implementation.
Languages: English, Hindi, Marathi, Urdu, Arabic (Basic)

Work Experience

Act by Track, Project Manager

May 2020 - May 2022

- Led the initiation, planning and execution of recruitment projects for Taxi companies in the UAE and ensured technical feasibility.
- Successful collaboration with companies across the region and delivered 450 eligible candidates within a span of 6 months to 4 different taxi companies in Dubai and Northern Emirates.
- Maintain a robust network of potential clients and stakeholders.
- Develop strategies to be used in the project planning, execution and resource allocation.

Robert Hodges C. ---Former Chief Operating Officer, Emirates Driving Institute.

"Pravin was a highly-motivated and very reliable colleague whom brought a great deal of improved success to the EDI sales department. He always had his objectives for EDI at the forefront of his work everyday and I believe that he has an exceptional ability to put his clients/customers needs and objectives at the forefront of his proposals and thereby create successful outcomes. In day to day matters, Pravin was an excellent time-keeper, always going the extra mile to complete projects on time, and his organisational and report-writing skills were very good...."

Saed Marji --- Global Director - Security, Safety and facilities at Aramex, United Arab Emirates.

"I had the pleasure of working with pravin for couple of years developing and improving the overall drivers safety program. he was an excellent partner who always supported us. ready to come up with a solution for any challenge keeping his clients at the centre of attention. Pravin is an asset for any organisation."

Fakher Borgol --- Chief Executive Officer at Vertex, United Arab Emirates.

"Pravin is an excellent Sales professional who keeps his client's satisfaction at the core. He properly understands every requirement and offers numerous possible solutions which has always helped us complete our projects successfully. I have worked with him for more than 5 years and I highly recommend him for he is a priceless asset to the organization he works with."

Emirates Driving Institute, Sales Manager

Jan 2012 - Dec 2019

- Increased overall sales by 38% in 2019 and 31% in 2018 respectively.
- Partnered with all the leading Taxi companies in UAE and successfully deployed of more than 3000 licensed taxi drivers from 2012 till 2019 which contributed optimal utilization and increased revenue by 15%.
- Achieved 4% incremental market share in a highly competitive market, with strategic partnerships with all the major taxi companies, Universities, Hospitals, Banks, Logistics, construction, Food delivery, Transportation and FMCG companies.

Rivoli Group, Shop Manager

Feb 2005 - Jan 2012

Bose Corporation India Pvt. Ltd., Sales Representative

Mar 2004 - Feb 2005