

GAURAV DHINGRA

SALES | ACCOUNT | PROJECT MANAGEMENT PROFESSIONAL TECHNOLOGY & SATELLITE COMMUNICATIONS

MORE ABOUT ME

Seasoned Technology & Satellite Communications Sales, Account & Project Management Professional with over 14 years of Strong Industry & EMEA/APAC Regional Experience

Worked across both major domains i.e. Maritime & Fixed for O&G, Enterprise, Military, Banking, UN&NGO, Commercial Shipping etc.

CONTACT DETAILS

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SKILLS

- Customer Management
- Key Negotiator
- Project & Account Management
- Entrepreneurial Mindset
- Team Building
- Leadership Capabilities

PREVIOUS EDUCATION

Shobhit Institute of Technology & Engineering

Bachelor of Computer Applications
Completed Nov, 2013

Greenfields Public School

Graduated Class of 1999
Commerce

LANGUAGES

- English ○○○
- Hindi ○○○
- Punjabi ○○○

INTERESTS

- Travelling
- Music & Singing
- Off Roading

EMPLOYMENT HISTORY

SELF EMPLOYED - TECHNOLOGY | SATCOM | SPACE

Orange Dynamics, Dubai, United Arab Emirates | May, 2019 - Current

- Channel Partner & Freelancer -Technology & Satcom sector
- Revenue generation, Marketing support, Product presentation, Customer Relation, C - Level Networking
- New Business ventures, partnerships, trainings etc.
- Key Projects & Partnerships :
 - Arabsat - Riyadh, KSA
 - Fydality - Dubai, UAE
 - NeoSoft Technologies - Mumbai, INDIA

SERVICE DELIVERY MANAGER - BROADBAND-MANAGED SERVICES

Arabsat, Dubai, United Arab Emirates | Oct, 2019 - Aug, 2020

- End to End Project Planning & Delivery
- Vendors & other Stake holders management
- Process & documentation planning
- Customer management , Pre Sales, Bidding Document

PROJECT MANAGER - SATCOM (MARITIME & FIXED)

Global Eagle (EMC), Dubai, United Arab Emirates | Oct, 2013 - Dec, 2018

- End to End Project Planning & Delivery
- Executive reporting - Project Status & Revenue Projections
- Major Projects:
 - O3b - AT&T/SHELL- Majnoon, Basra Iraq
 - ADB - Teleports & 36 Sites Migration
 - Shell- 56 Vessels Transition
 - Nakhilat - 20 Vessels Transition
 - Fluor - Afghanistan & Africa Sites Transition

PROJECT MANAGER - YAHCLICK (KA BAND) SATCOM

Etisalat Telecommunications, Kabul, Afghanistan | Sep, 2012 - July, 2013

- Business strategy, Revenue & Stock Budgeting
- Branding, Reseller & Vendor Management
- Executive reporting - Revenue Projections
- Customer Segment : UN & NGO, Military, Banks, Construction

SALES MANAGER (C & KU BAND) - SATCOM

Asix Communications Kabul, Afghanistan | Feb, 2010 - Feb, 2012

- Sales & Business Development - VSAT- C & KU Band
- Reseller Management
- Executive reporting - Revenue Projections
- Customer Segment : UN & NGO, Military, Banks, Construction

SALES MANAGER (C & KU BAND) - SATCOM

Universal Telecom Kabul, Afghanistan | Sep, 2007 - Jan, 2010

- Sales & Business Development - VSAT- C & KU Band
- Reseller Management
- Executive reporting - Revenue Projections
- Customer Segment : UN & NGO, Military, Banks, Construction

2001- 2007 - CONSOLIDATED EXPERIENCE

Sales Executive: IO Global Kabul, Afghanistan | Jul, 2006 - Jun, 2007

Process Associate:: R.T Outsourcing, Delhi India | Dec, 2005 - Jun, 2006

Sales Officer:: Saffron Global, Gurgaon India | Dec, 2004 - Nov, 2005

Sales Agent:: S.R Hosiery, Delhi India | Jan, 2001 - Nov, 2004