



Arun Gangadharan

HEAD OF SALES - GCC & AFRICA

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- A strategic leader and a keen implementer with expertise in planning and spearheading entire business operations with focus on top and bottom line profitability through optimal utilization of resources. Tenacious and effective sales management professional with a proven track record of increasing revenues, streamlining workflow and creating a teamwork environment to enhance profitability for the organization.
- Repeatedly achieved huge positive turnarounds in volume and profits with different organizations, product lines (auto spare parts, tires, batteries, building materials, equipments, tools, hardware, FMCD) and market conditions in GCC, AFRICA and INDIA - 1) Successfully transformed a startup company Hopes Global LLC, Muscat from scratch to reaching an annual turnover of over 12 Million Omani Riyals. 2) Converted 30 million INR of annual sales in Fabcon Aluminium Solutions, India to 360 million INR annually within 2 years. 3) with B.P. IMPEX, DELHI developed clients in 23 new countries (GCC & Africa), realizing sales of 5 million USD against target of 1 million USD resulting in the opening of a new branch(Partsmith LLC) in Dubai and more than doubling the team in Delhi.

AREAS OF EXPERTISE

Sales Leadership

New Business Development

New Market Penetration

Team Building

Team Management

Market Research

Business Acumen

Problem Solving

Business Analysis

PROFESSIONAL EXPERIENCE

Apr 2022 - Present

Head of Sales - GCC & Africa
B.P. IMPEX, Delhi & Dubai

- Proposed, built and managed sales & operations team for GCC & Africa, successfully establishing a branch office in UAE within three months. Developed new clients throughout GCC and the African continent by creating a huge business development initiative through extensive lead generation by online research, trade shows(Automechanika), international trips, etc and ensuring quality service to leads and clients resulting in being responsible for a client portfolio which accounts for more than 90% of the total annual sales.
- Triumphantly realised throughout the assigned regions a five fold increase of sales to 5 million USD in a span of one year and converted the assigned region to be the primary source of sales for the organization surpassing the traditional markets and product lines of the company.
- Initialed the introduction of new products - tyres, batteries, agricultural machinery & heavy equipment parts and increased the product lines in the existing line of Indian manufactured automotive spare parts, delivering an equally profitable line of business with net zero stocks.
- Managed the growth of high performance Sales, CR & KA Management Team through supervising and intensive guidance. Devised solutions based selling with a balanced approach to client interests aligned to organizational growth, values and mission.

Mar 2020 - Mar 2022

Senior Sales Manager

FABCON Aluminium Solutions, Kerala, India

- Converted 30 million INR in existing annual sales at the time of joining of the organization to 360 million INR annual sales within two years.
- Demonstrated track record of recruiting, training, coaching, motivating and retaining successful employees and customers.
- Maintained growth of sales staff results by counseling and motivating employees by planning, monitoring, and appraising job results.
- Met assigned sales quota by acquiring new customer accounts and renewing and growing existing relationships.
- Supported the total sales process for resulting sales campaigns (from first meeting through to contract signing).
- Developed and implemented sales plans, leads in the annual budgeting and planning process.
- Reviewed and analyzed data for sales forecast, reporting / tracking metrics towards operating plans and maintaining a healthy pipeline.
- Built a high performing sales team by recruiting and selecting candidates and effectively on-boarding new hires.

Jan 2011 - Mar 2020

Senior Sales Manager

Hopes Global LLC, Muscat, Sultanate of Oman

Sales Manager Jan 2011 - Dec 2014

Construction Division - Equipments, Gensets, pumps, tower hoists, building materials, scaffolding, tools and other hardwares.

Automotive Division – Tires (OTR, TBR, PCR), Batteries, Car Care.

- Established sales development team for both divisions from scratch and developed procedures for the new operation; hired and trained new staff and organized sales training and team building events for employees.
- Directed and developed 2 Sales Managers, 5 Sales Engineers, 12 Sales Representatives, 3 Key Account Representatives and 7 Sales Support Associate supporting 1,200 customer accounts and R.O (Rial Omani) 12million in annual sales.
- Accountable for sales development, territory management and managing performance. Oversaw the scheduling and coordinating of sales activities for the sales department.
- Developed new business by focusing on new markets and introducing new products and brands to existing portfolio.
- Improved employee productivity by organizing and implementing daily, weekly and monthly goals and activities to achieve goals.

Mar 2007 - Nov 2010

Sales Engineer

Bhatia Brothers & Partners LLC, Muscat, Oman

Industrial Division (Equipments, Industrial Chemicals)

Apr 2010 - Nov 2010

- Formulated and implemented strategic and tactical sales and marketing plans. Identified and approached potential new clients, converted enquiries from potential clients to sales. Developed relationships with existing clients and maximized revenue potential.
- Provided timely and reliable management information and work towards building the overall strength and performance of the sales and marketing team and the company as a whole. Assisted in the introduction of new products into the market.

Automotive Division (Tyres, Batteries, Lubricants, Car Care)

Mar 2007 - Apr 2010

- Devised marketing strategies for reputed brands of automotive equipment & car care products. Handled major and key accounts with service follow up and was responsible for Development and Marketing of new products and creating new markets for existing products.
- Reported to the Regional Sales Manager on overall achievement of the sales team and Coordinated with the sales team for efficient operations of the organization.
- Consistently achieved sales targets for the concerned products on a monthly and yearly basis for the sales team and also individually.

Nov 2004 - Jan 2007

Workshop Controller

Al Habtoor Motors, Dubai, UAE

- Reported to the Service Manager in the Workshop on assigned duties and was responsible for vehicle servicing jobs distribution to the concerned departments.
- Follow up of the jobs to ensure their efficient finish within prescribed time attended customer complaints and responsible for their quick and proper solving. Responsible for overall efficiency of the service centre.

EDUCATION

May 2000 - May 2004

Bachelor of Technology - Mechanical Engineering

Mar Athanasius College of Engineering, Kothamangalam

LANGUAGES

English

Hindi

Malayalam

PERSONAL DETAILS

Nationality - Indian

Date of Birth - 16/02/1983

Driving License - UAE, INDIA, OMAN

PC Skills - MS Office, CRM, ProE

DECLARATION

I consider myself well rounded to develop, innovate and lead a team with my experience in Marketing, Sales & Mechanical Engineering aspects. I hereby declare that the information furnished above is true to the best of my knowledge.

ARUN GANGADHARAN