

KABIR BHATT



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India

Dear Hiring Manager,

I am writing to exhibit my keen interest in the [Position Title] opportunity at [Company/Organization Name]. With 36+ years of experience as a highly accomplished and seasoned sales executive, I believe that my expertise in sales strategies, management, and leadership makes me an apt candidate for this role.

Throughout my professional span, I have consistently demonstrated my ability to enhance sales and drive business growth for a wide range of products, including paints, floor coatings, thermal insulation, etc. I have successfully handled cross-functional teams, effectively managed operations, and optimized distributions to achieve and surpass revenue and profitability goals. With a keen track record of delivering exceptional results, I have gained a reputation for successfully leading and motivating high-performing sales teams to achieve outstanding performance.

My strategic mindset and ability to execute initiatives have enabled me to identify new business opportunities and drive organizational success. I possess a visionary approach, always keeping a close eye on market trends and leveraging them to gain a competitive edge. Throughout my career, I have fostered strong client relationships and partnerships through excellent communication and interpersonal skills. I feel pride in my capability to understand and meet the needs of clients, ensuring their satisfaction and fostering long-term loyalty.

Having accumulated extensive experience in sales leadership, I am well-suited for C-Suite roles where I can bring my strategic thinking and results-oriented approach to executive decision-making. I entail a proven ability to develop and execute effective sales strategies that align with overall business objectives, driving sustainable growth and profitability.

I am enthralled by the prospect of joining [Company/Organization Name] and contributing my expertise to its continued success. I am certain that my extensive experience, combined with my passion for sales excellence, would make a significant impact on the organization.

Thank you for considering my application. I would welcome the instance to discuss in person how my skills and qualifications align with the goals and vision of [Company/Organization Name]. Please find my enclosed resume for your kind review. I look ahead to the possibility of contributing to your team's success.

Sincerely,

Kabir Bhatt

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PROFILE SUMMARY

Respected professional in sales strategies and management, business transformation leader, and innovator. Known for consistently delivering customer-focused value through meticulous planning, streamlined operations, and strategic execution. Possesses over 36 years of industrial experience, showcasing expertise in cross-functional team, resource allocation, sales optimization, process enhancement, and operational excellence. Ability to cope with change management and handle multiple channels to drive business growth. Skilled in developing and executing strategic initiatives to achieve revenue and profitability goals. Proven track record of successfully leading and motivating high-performing sales teams. Thrives on challenges and actively seeking a progressive role to imply a results-oriented and problem-solving approach to executive decision-making.

SIGNATURE SKILLS

- Sales Strategy and Planning
- Team Leadership & Management
- Customer Relationship Management
- Sales Performance Analysis
- Product Knowledge and Expertise
- Business Development
- Communication and Collaboration
- Analytical and Problem-Solving
- Technology and Tools



Market Analysis

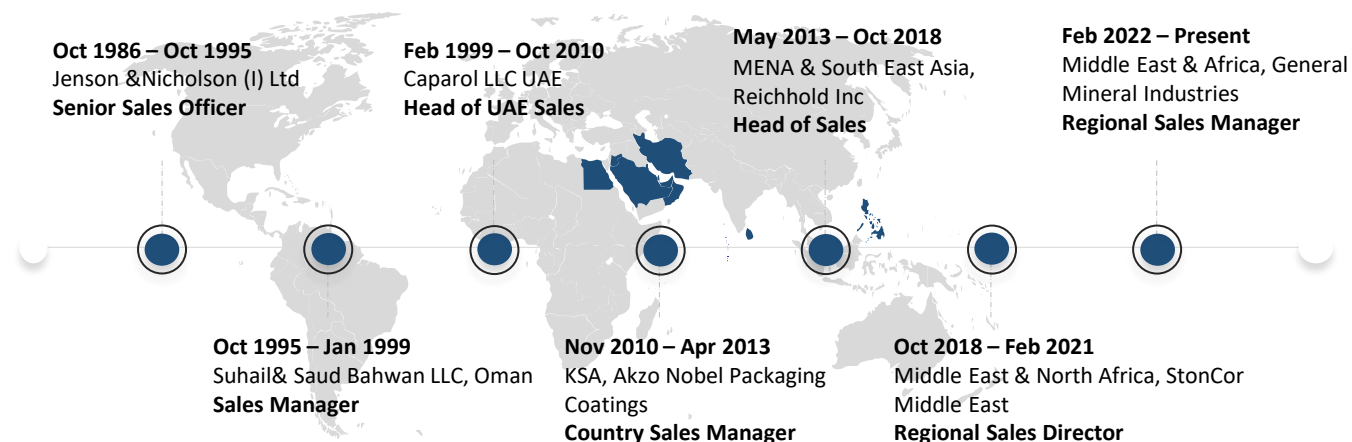


Account Management

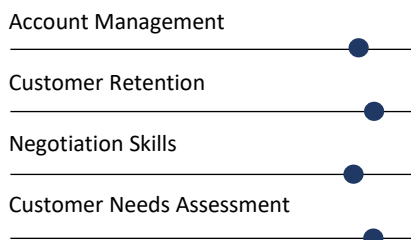


Performance Management

CAREER TIMELINE



Customer Relationship Management



Product Knowledge and Expertise

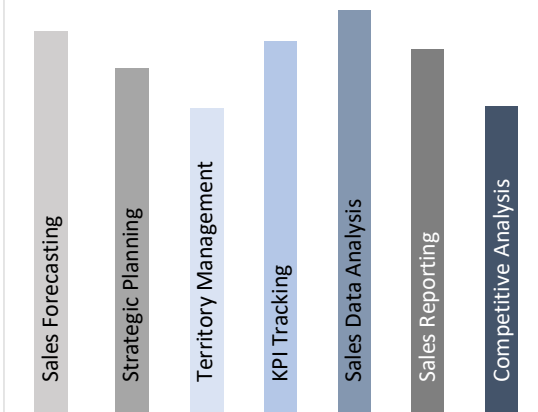
Painting and Coatings | Precipitated Calcium Carbonate | Floor Coatings | Fiber grate | Polyester Resins

RECOGNITION

Distinguished Toastmaster (DTM)- The highest educational achievement in Toastmasters for outstanding accomplishment and leadership excellence in the pursuit of the mission of Toastmasters international

KEY SKILLS

Sales Strategy and Planning



Regional Sales Manager

Middle East & Africa, General Mineral Industries (Manufacturers of Precipitated Calcium Carbonate) Ajman, UAE

Feb 2022 - Present

Contributing to the Management and expansion of distribution (Iraq, Jordan, Egypt, Algeria, South Africa, Kenya), assuming responsibility for the PCC business management. Focusing on identifying new business opportunities and market trends to maximize sales growth while assuring that sales volume and gross sales are managed through contribution margins. Ensuring to adequately monitor regional and national sales performance and strategies in line with sales data to identify trends and areas for improvement.

- Handling and growing the distribution business in the Middle East and North Africa while increasing the sales volume from 500 MT to 850 MT
- Spearheaded the development and implementation of comprehensive budgeting and forecasting strategies contributing to effective financial planning

- Providing guidance and support to the sales team, fostering a high performance environment that consistently meets or exceed sales objectives
- Conducting regular performance evaluations and facilitating constructive feedback to team members
- Collaborating with cross-functional teams, such as sales, marketing and operations, to align sales activities with overall business objectives
- Developing and managing sales programs, both short and long-term, targeting existing and new markets to acquire new customers
- Implemented customer centric initiatives to evaluate and elevate service levels resulting in improved customer retention, strengthen customer relationships and expanded customer base
- Demonstrating a keen understanding of customer needs and offering appropriate product or service solutions to exceed expectation
- Maintaining key client relationships to drive customer growth and loyalty while surpassing retention goals

Regional Sales Director

Middle East & North Africa, StonCor Middle East (Manufacturers of Protective Coatings, Floor Coatings, and Fiber grate), Dubai

Oct 2018 – Feb 2021

Oversaw the distribution business (Iraq, Jordan, Egypt) as well as the branch office business in Kuwait, Oman, Qatar, Bahrain, and the Kingdom of Saudi Arabia while managing a 10 person sales team, 3 technical service engineers, and 8 customer service representatives. Successfully reduced bad debts by 65%, achieving a reduction in the Average Collection days from 132 days to 125 days. Catered to increased sales from 3.8 to 5.0 million AED per month and gross profit from 28% to 36%. Also, developed and engaged diverse, high-performing teams to generate AED 60 million in gross sales.

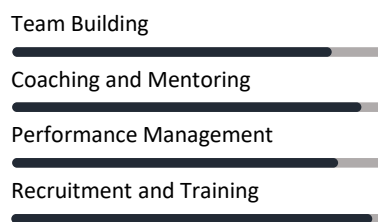
- Responsible for crafting national and regional business strategies to increase market share and profitability at the senior management level, working closely with the Managing Director in Dubai
- Executed strategic sales plans to achieve regional revenue and profitability targets
- Analyzed market trends and competitor activities to identify growth opportunities
- Established clear sales objectives, targets, and KPIs for the sales team, while providing coaching, training, and development opportunities to enhance team capabilities
- Fostered relationships with key accounts while fostering client loyalty and expanding business opportunities with existing clients
- Improved communication and streamlined on boarding processes resulting in increased new hire retention
- Monitored sales performance across the MENA region and analyzed sales data to identify trends and areas for improvement
- Prepared and presented sales forecasts, reports, and performance updates to senior management, enabling informed decision making
- Used market insights to guide sales strategies and differentiate the company's offerings

KEY SKILLS

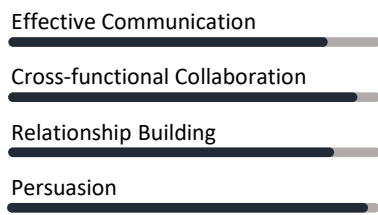


Management skills

Team Leadership and Management



Communication and Collaboration



Analytical and Problem-Solving



Head of Sales

MENA & South East Asia, Reichhold Inc (Manufacturers of Unsaturated Polyester Resins), Dubai

May 2013 – Oct 2018

Responsible for handling products such as UPR, Vinyl Esters, Peroxide, and Applicator Machine. Oversaw and led sales and marketing activities in the MENA region, and South East Asia, Maldives and Sri Lanka. Oversaw profitability with annual sales exceeding AED 100M. Expanded market into Oman, Qatar, Maldives, Sri Lanka and Vietnam. Enhanced sales of Gelcoat & Resin from 650 MT to 1100 MT. Multiplied GP to 25% from 18%. Traded products like MEKP and applicator machines and spare parts, increasing sales from 15 to 50K a month with a 70% margin. Achieved zero bad debts in 2018. Worked closely with the finance department, the sales and customer service department, the human resources department, and the technical support department.

Country Sales Manager

KSA, Akzo Nobel Packaging Coatings (Manufacturer of Metal Packing Coatings)

Nov 2010 – Apr 2013

Product categories handled included Beer & Beverage Cans (B&B), Food Closure and General Lines (FCG), and Inks. Increased market shares in FCG to 20% from 3% and inks to 30% from 17%, while maintaining the company's number 1 position in B&B. Value-engineered the products for local demand. Developed and worked with STNC (Sales to Near Close) targets while achieving forecasting accuracy.

Head of UAE Sales

Caparol LLC (Manufacturer of Paints), Dubai, UAE

Feb 1999 – Oct 2010

Managed a team of 12 and handled products, such as, decorative paints, floor coatings, and thermal insulation. Handled profitability with annual sales exceeding AED 40M. A year after starting operations in Qatar, the business was worth QR 2.5 million. Moved to Sharjah and started operations in Sharjah and Northern Emirates, growing the business from AED 1.2 M to AED 6.0 M in two years.

PREVIOUS EXPOSURE

- **Sales Manager**
Suhail & Saud Bahwan LLC, Muscat, Oman (Building Material Company)
Oct 1995 – Jan 1999
- **Senior Sales Officer**
Jenson & Nicholson (I) Ltd (Manufacturers of Paints), Bangalore, India
Oct 1986 – Oct 1995

GLOBAL SUBJECTION & COLLABORATION

Continents: Middle East | Africa | Asia

Countries: UAE | Oman | Qatar | Kuwait | Saudi Arabia | Bahrain | Iran | Jordan | Egypt | Maldives | Sri Lanka | Philippines

EDUCATION AND QUALIFICATIONS

- Brand Management – University of London
- MBA (Marketing), IGNOU, India
- PG Diploma in Marketing Management, IGNOU | Diploma in Management (DIM), IGNOU
- Bachelor of Commerce, Mangalore University, India

TRAINING & PARTICIPATION

- Extensive Product trainings in Norway at the R & D facility of Reichhold
- Extensive, product & marketing trainings in Spain, UK and Germany in the AkzoNobel sites
- Received extensive product trainings in factories of Jenson & Nicholson- India, Berger- Dubai and Caparol Germany.
- ISO 9001: 2000 Internal Auditor Training

Technical skills

CRM Systems



Sales Automation Tools



Microsoft Office Suite



Sales Performance Analytics



Experienced professional with 36+ years of expertise in sales strategies, management, and leadership. Proven track record in boosting sales and driving business growth across diverse product categories such as paints, floor coatings, and thermal insulation. Skilled in seamlessly managing cross-functional teams, optimizing operations, and ensuring efficient distributions to achieve revenue and profitability targets.

As a strategic thinker, I have successfully developed and executed initiatives that have resulted in significant sales growth and market expansion. I take pride in my capacity to lead and motivate high-performing sales teams, fostering a culture of excellence and achieving exceptional results. With adept communication and interpersonal skills, I have forged strong client relationships and strategic partnerships, driving customer satisfaction and loyalty.

With a visionary mindset, I consistently identify new business opportunities, leverage market trends, and steer organizational success. I am well-suited for C-Suite roles, bringing extensive experience, strategic thinking, and a results-oriented approach to executive decision-making. My proven ability to deliver impactful results, combined with my passion for driving growth, makes me a valuable asset to any organization.

Let's connect and explore ways to drive your business forward.

Skills

Sales Strategy and Planning, Market Analysis, Sales Forecasting, Strategic Planning, Territory Management, Team Leadership and Management, Coaching and Mentoring, Performance Management, Recruitment and Training, Customer Relationship Management, Customer Retention, Sales Performance Analysis, Sales Data Analysis, KPI Tracking, Sales Reporting, Business Development Expertise, New Market Identification, Business Expansion, Key Account Development, Partnerships and Alliances, Communication, Cross-functional Collaboration, Relationship Building

WORK EXPERIENCE

Regional Sales Manager – Middle East & Africa, General Mineral Industries (Manufacturers of Precipitated Calcium Carbonate) Ajman, UAE | Feb 2022 - Present

Managing and expanding distribution in multiple countries (Iraq, Jordan, Egypt, Algeria, South Africa, Kenya) while overseeing PCC business. Identifying new opportunities and market trends for maximum sales growth, monitoring regional and national sales performance, and implementing strategies for improvement. Successfully increasing sales volume from 500 MT to 850 MT in the Middle East and North Africa. Leading the development of budgeting and forecasting strategies, providing guidance to the sales team, conducting performance evaluations, and collaborating with cross-functional teams. Implementing customer-centric initiatives, maintaining key client relationships, and exceeding customer expectations to drive growth and loyalty.

Regional Sales Director – Middle East & North Africa, StonCor Middle East (Manufacturers of Protective Coatings, Floor Coatings, and Fibergate), Dubai | Oct 2018 – Feb 2021

Successfully managed the distribution business (Iraq, Jordan, Egypt) and branch offices in Kuwait, Qatar, and Saudi Arabia. Led a team of sales professionals, technical service engineers, and customer service representatives, resulting in a 65% reduction in bad debts and a decrease in Average Collection days. Developed national and regional business strategies to boost market share and profitability in collaboration with the Managing Director in Dubai. Implemented strategic sales plans, analyzed market trends, and identified growth opportunities.

Head of Sales – MENA & South East Asia, Reichhold Inc (Manufacturers of Unsaturated Polyester Resins), Dubai | May 2013 – Oct 2018

Managed a diverse product portfolio including UPR, Vinyl Esters, Peroxide, and Applyor Spares. Led sales and marketing efforts in the MENA region, Maldives, Sri Lanka & Phillipines, achieving annual sales exceeding AED 100M. Successfully expanded market presence into Oman, Qatar, Maldives, and Sri Lanka. Traded MEKP and applicator machines/spare parts, boosting sales from 15K to 50K a month with a 70% margin. Achieved zero bad debts in 2018. Collaborated closely with finance, sales/customer service, HR, and technical support departments.

Country Sales Manager – KSA, Akzo Nobel Packaging Coatings (Manufacturer of Coatings) | Nov 2010 – Apr 2013

Handled product categories such as Beer & Beverage Cans (B&B), Food Closure and General Lines (FCG), and Inks. Achieved significant market share growth in FCG (20% from 3%) and inks (30% from 17%), maintaining the top position in B&B. Value-engineered products to meet local demand and successfully implemented STNC (Sales to Near Close) targets, ensuring accurate forecasting.

Head of UAE Sales, Caparol LLC (Manufacturer of Paints), Dubai, UAE | Feb 1999 – Oct 2010

Led a team and oversaw decorative paints, floor coatings, and thermal insulation products. Achieved profitable operations with annual sales surpassing AED 40M. Successfully established business operations in Qatar, reaching a value of QR 2.5 million within a year. Expanded operations to Sharjah and Northern Emirates, growing the business from AED 1.2M to AED 6.0M in just two years.

PREVIOUS EXPOSURE

Sales Manager, Suhail & Saud Bahwan LLC, Muscat, Oman (Building Material Company) | Oct 1995 – Jan 1999

Senior Sales Officer, Jenson & Nicholсан (I) Ltd (Manufacturers of Paints), Bangalore, India | Oct 1986 – Oct 1995