

KARAN LAKHWANI

SALES MANAGER

Sales professional with 5+ years of experience in building material segment, serving the contracting and OEM market in UAE. Analytical thinker with the ability to perform under pressure. A strong leader with ability develop market strategies to boost company sales.



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Business Bay Dubai, UAE

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EDUCATION

BE-Mechanical Engineering

Pune University
2010-2015

MBA-Marketing

Pune University
2015-2017

EXPERTISE

Technical Sales

Marketing

Business Development

Consultative Selling

Product Management

LANGUAGE

English

Sindhi

Hindi

Marathi

Experience

April 2023- Present
AIPL Tapes Industries L.L.C

Sales Manager- Adhesive Tapes & LDPE Films

Drive the product and business planning processes for cross-functional teams. Monitor competitor offerings and seek opportunities for differentiation. Analyze product requirements and develop appropriate solutions for the clients. Costing and Price Management. Project Management for OEM'S & end users. Key Account development for the company focusing on the USP Products. Managing 50+Clients with \$3M book value/year.

Regions Include
Dubai, Al Ain, Sharjah and Northern Emirates

Target Industries:-
MEP & Civil Segment (Contractors & Traders)
OEM's
Sandwich & Composite Panel Manufacturing Companies
FMCG Companies
End User's

Aug 2018-April 2023
Hira Industries L.L.C

Sr. Sales Engineer- Insulation & Acoustics

Giving demonstrations, training and presentations to help clients discover and understand products & services. Working with existing customers to help them get the most out of the products they have bought. Providing sales support during virtual and onsite Client Meetings. Liaising with both current and potential clients to develop existing and new business opportunities. Preparing reports for head office and senior managers. Offering after-sales support services. Preparing and presenting potential cost benefit analysis to potential clients. Managing 60+Clients with \$2M book value/Year.

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OEM's

Internship

Jindal Steel
Marketing Internship
May 2016-July 2016

Samraat Group
Marketing Internship
Sep 2017- Nov 2017

Personal Details

DOB: 19th December 1992

Martial status: Married

Nationality: Indian

Hobbies

Football

Cooking

Travelling