



## SANOJ KUMAR C V

Team Lead (Sales & Technical)

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Kingdom of Bahrain

LinkedIn: [Sanoj Kumar CV](#)

Visa Status: Employment Visa

Driving License: Yes (Bahrain)

### ACADEMIA



Diploma in Electronics &  
Computer Hardware Technology

Centre for Electronics Design  
and Technology 1997 – 1999



Electronic Mechanic 1994 – 1996

National Council for Vocational Training

Microsoft Certified System Professional (1999)

### AREA OF EXPERTISE

- Technical Sales team Support
- Sales and marketing
- Business development
- Team management
- Strategic planning & goal setting
- Client Service & Relationship
- Financial & Admin reports
- Project Management
- Negotiations & Grievance handling
- File & Records management.

### PROFILE SUMMARY

Skilled, Efficient & experienced Team Lead - Technical & Sales with over **22 years** of managing **IT & Security projects, product support, business development**, and organizational management. Well-versed in prospecting and consulting with new customers and industries **to offer technical support & enhance the market, drive sales, client acquisition, and contract negotiation.**

Seeking a challenging position as Team Lead – Technical & Sales or a suitable profile that would enable me to utilize my experience and expertise along with my management skills for delivering the best results for the organization which will also help in my personal advancement.

### PROFESSIONAL EXPERIENCE

**Designation: Team Leader (Sales/Technical) Mar 2019 - Present**

Organization: Abbas Biljeek & Sons W.L.L, Kingdom of Bahrain)

- Project Team leader and supervisor of Stanley Automatic Sliding Doors in the modernization Project of Bahrain International Airport.
- Supervising of projects from RFP stage till providing after-sale service support
- Installation of Automatic Sliding Doors, rolling shutters, gates, and traffic barriers as per client's requirements after meetings & negotiations.
- Handling RFP/RFQ/SOW and preparing BOMs and SLAs for clients.
- Other duties involved following up on AMC renewals, pending invoices, handling site surveys, team management, client meetings, and goal/target setting.

**Designation: Techno-Commercial Manager**

**Jan 2013 – Jan 2019**

Organization: Wintech Infoway India Pvt. Ltd, Kerala, India

- Coordinating, budgeting, and implementing IT & Infrastructure Projects.
- Managing vendors for products and services support.
- Handling RFP/RFQ/SOW, preparing BOMs & SLAs for Govt & Corporate clients.
- Preparation/Verification of Project and Activity Reports, Revenue Forecasts & Administrative records.
- Relationship building & resolving grievances in liaison with Corp/Govt. entities.
- Team Building, management, appraisals & Performance Assessment.

**Designation: Business Development & Branch Manager Jan 2011 – Dec 2012**

Organization: Wintech Systems & Service, Kochi, Kerala

- Accountable for the supervision of installation & maintenance of the company products including the after sales assistance.
- Overseeing the business development tasks, managing financial & Admin records
- Interacting with various Govt. Agencies for the due diligences.

## CORE STRENGTHS

- Multi-tasker and fast learner
- Strong leadership skills
- Flexible and adaptable
- Excellent communication skills
- Time management skills
- Detail and result oriented
- Good team player
- Social & interpersonal skills
- Team management skills

## PERSONAL VITAE

Date Of Birth: 31-05- 1977  
Languages Known: English, Hindi  
Malayalam  
Nationality : Indian

## REFERENCES

Will be furnished upon request

## SANOJ KUMAR C V

### **Designation: Business Development Manager**

**May 2005 - Dec 2010**

Organization: Al Mabadie Computer Net, Sharjah, UAE

- Responsible for marketing, business development activities & client services.
- Vendor management, Project coordination & Office administration.

### **Designation: Sales Engineer/ Business development**

**Feb 2004 – April 2005**

Organization: Silvercell Trading LLC, Dubai, UAE

- Handled the business development activities, service, and sale of hardware, network, and communication infrastructure.
- Technical support for Hardware/ Networking, Communication, and Structured Cabling, preparation of quotes and invoices.

### **Designation: Customer Care Engineer**

**Nov 2000 – Dec 2003**

Organization: Hard 'n' Soft -Zenith Computers, Kerala, India

- Technical Sales & Service support, stock inventory management
- Client support, office administration & record maintenance.

## MAJOR CLIENTS & PROJECTS

### **Role: Project Lead/Head**

- Bahrain International Airport Modernization for Stanley Automatic Sliding Doors.
- Villa Rotana, Shk.Zayed Road, Dubai- Server, Rack, Switch, Cable Management, Data & Voice (Structured IT Infrastructure)
- Wafi Raffles:(Structured IT Infrastructure)
- Dubai Golf Club: (Structured IT Infrastructure)
- Sheikh. Zayed Horse race club: (Structured IT Infrastructure)
- Al Mulla Sheikh. Palace: (Structured IT Infrastructure)
- Dubai Metro Railway, Deira Park: (Structured IT Infrastructure)
- Burj Khalifa, Basement Project: (Structured IT Infrastructure)-
- Quilon Fatima College: Computer Lab setting.
- SN College of Engineering, Perinthalmanna: Computer Lab setting.
- House fed, Regional Office, Ernakulum Branches: Thiruvananthapuram, Kozhikode & Ernakulum. AMC & Computerization
- Rajiv Gandhi Institute of Information Technology, Pampady, Kottayam- Campus Wi-Fi Network