



**Sagar D Thadani**  
**BE Instrumentation, PGDM - Marketing and PMP #1776899**

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## **Career Objective**

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Looking for a Sales or equivalent challenging opportunity where my enterprising capabilities alongwith professional and athletic mindset can be used.

My motto is to constantly create value in maximum possible lives and thus, improve the business profitability.

## **Professional Experience (more than 7 and half years)**

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**1) Name of organization: Samarthanam Trust for the Disabled**

**City of Work: Mumbai**

**Designation: Corporate Relations Officer**

**Duration: Oct 1<sup>st</sup>, 2018 - Present**

- Mapping of organization having similar CSR goals as our NGOs
- Facilitate cricket matches between local Blind Cricket Team and Corporate's Employees
- To plan and execute Radio Udaan's Singing Talent Show in Mumbai for 100 participants
- To plan and manage Volunteering activities of corporates in our pan India centres
- To manage and execute Foundation/CSR Day celebration across 4 to 5 locations across India
- To drive the Fund Raising activities for Samarthanam from Mumbai.
- To facilitate for employment and scheduling of interviews for our beneficiaries

**2) Name of organization: Philips Lighting India Limited (West Region)**

**City of Work: Mumbai**

**Designation: Assistant Sales Manager/Lighting Engineer**

**Duration: Jan 5<sup>th</sup>, 2015-Sept 30<sup>th</sup>, 2018**

**Designation:** Sales Specialist, Professional Lighting division

- Meeting specifiers architects, end customers, PMCs, etc and managing projects from planning stage till execution and final installation & commisioning
- Stakeholder Mapping, Energy Auditing, Consultation for LED up gradation, Payback Calc.

- Channel Partner Management, Business Development, Order Booking, Achieving Targets

**Clients Managed:**

- Adani Real Estate, SVKM Trust, Paras Dairy, Bharat Wire Ropes, Indian Institute of Technology, Bombay(IIT B), Accenture, Capgemini, Axis Bank, Knight Frank and IndusInd Bank, Godrej and Boyce, Godrej Projects Division, Vector Projects, United Spirits Limited, Evio Projects, JSW Steel, Deepak Fertilizers, Beri Udyog, etc

**3) Name of organization: Honeywell Automation India Limited**

**City of Work: Mumbai and Gujarat**

**Designation: Project Engineer**

**Duration: January 10<sup>th</sup>, 2011-July 10<sup>th</sup>, 2013**

- Project Kick off , Vendor Management, Installation, Commissioning and AMS Hand over
- Contract Amendments , Monthly Target and Outstanding Analysis

**Clients Managed:**

- MCA (Mumbai Cricket Association), TCS & L&T ECC, TCG( The Chatterjee Group), GPIL (Godfrey Phillips India Limited) and Raheja Builders (Serene Properties)

**4) Name of organization: Chemtrols Industries Ltd (Mumbai)**

**City of Work: Mumbai**

**Designation: Project Engineer**

**Duration: July 7<sup>th</sup>, 2010 - January 6<sup>th</sup>, 2011**

- Preparation of Process Layouts, GA Drawings, Panel Diagrams and other allied documents for smooth project planning and execution
- Worked on designing of Gas Skids and selection of controlling instruments for custody transfer of CNG

**Clients Managed:**

GAIL, ONGC, GSPL, etc.

**5) Name of organization: Grand Bazaar Departmental Store**

**City of Work: Mumbai (Colaba)**

**Designation: Sales Executive in Men's Department.**

**Duration: May, 2006 – July, 2006**

- To serve all clients coming in men's section and extract maximum sales
- To ensure proper retail display of merchandise
- To cross sell and promote other sections as well

**Clients managed:** HNIs and Foreign Nationals.

## **Education**

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<b>Year</b>	<b>Examination</b>	<b>Institution</b>	<b>Board/ University</b>	<b>Percentage</b>
31 <sup>st</sup> December, 2014	Project Management Professional(PMP)	Project Management Institute(PMI)	Project Management Institute(PMI)	Pass (PMP #1776899 )
2013-15	PGDM Equivalent to MBA (Marketing)	SIES College of Management Studies, Navi Mumbai	Mumbai University	68.22
2010	B.E(Instrumentation)	VESIT, Chembur.	Mumbai University	70.09
2006	HSC (XIIth Std.)	St. Xavier's Jr. College of Science, Nerul	Maharashtra Board	76.67
2004	SSC (Xth Std.)	St. Xavier's High School, Nerul	Maharashtra Board	75.06

## **Projects Undertaken**

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### **Skill Linked Immersion Project**

NGO: **Aarambh** (Navi Mumbai)

Duration : Two weeks in December 2013

Taught slum children and Raised Funds (INR 32,000) via corporate sales at JP Morgan and Chase, Malad

## **Competencies**

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- Enterprising Nature
- Multi-tasking abilities
- Team player and ability to lead and motivate the team
- Project Management and Negotiation skills
- Channel Partner Management

## Extra-Curricular Activities

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- Inducted in Qualified panel of MCA umpires in June, 2017.
- Represented College at University level and currently playing for Acharekar Academy, Dadar since 3 years.
- Received Award and appreciation from Philips India CEO for the contribution towards Philips Professional Division(west) Business in 2016 and 2017
- Received long time service award for completing 3 years of service in Philips Lighting India Limited
- Recipient of the **Team Award in December 2012, Honeywell Building Solutions** for ILVS project, at Wankhede Stadium, Mumbai
- Scholarship recipient for merit in academics (in “Second Year of Engineering”) by- “**Sir Ratan Tata Trust**” in February, 2009
- Recognized by Mumbai Marvels Club of Dahisar for social work towards Disabled Community of Mumbai.

## Hobbies and Interests

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- Cricket
- Community Service
- Inspirational Movies, books and music
- Travelling, Cooking and exploring different cultures & geographies

## Personal Details

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- **Date of Birth :** January 11<sup>th</sup>, 1989
- **Height :** 5Ft. 8 inches
- **Color :** Fair
- **Languages Known :** English, Hindi, Marathi & Sindhi
- **Email id :** thadani.sagar@gmail.com
- **Contact No. :** +919967 263 236 and +91-88799 53689

I certify that the information given above is true.

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