

KAYALVIZHI. V

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SUMMARY:

Dedicated sales professional with over 3 years of experience in fostering strong customer relationships and delivering exceptional sales results. Excels in strategic planning and negotiation, driving consistent sales growth and market expansion.

WORK EXPERIENCE:

Regional Sales Manager - Minerva Middle East Contracting L.L.C - Abu Dhabi (01/06/2023 - 31/01/2025)

- Team Lead overlooking market expansion initiatives thereby increase in sales revenue.
- Negotiation of high - value contracts with key accounts.
- Maintaining relationship with the clients contributing to increase in client retention rates.

Sales Representative - Minerva Middle East Contracting L.L.C (01/09/2021 - 30/05/2023)

- Maintained up - to - date knowledge in the project ongoing including payments to avoid any negative operating cash flow.

Graduate Trainee - Minerva Middle East Contracting L.L.C (19/05/2021 - 31/08/2021)

- Site visit to understand the actual site problems thereby providing the best solution.

PROJECT WORKS:

1. Design of Tier 3 main datacenter and data recover data center for Huawei Prefab Modular Datacenter in Addis Ababa (Ethiopia) and Adama (Ethiopia), 2023 - Budget : 28 Million AED
2. Design of Tier 3 prefab main datacenter and recover data center for Emirates Global Steel – Datacenter Project in Taweelah (Abu Dhabi) and Jabel Ali (Dubai), 2023 - Budget : 8 Million AED
3. Tier 3 datacenter turnkey project in UAE University Datacenter Project in Al Ain, 2023 -Budget : 11 Million AED
4. Installation, testing and commissioning of datacenter containments in GAL (Global Aerospace Logistics) Containment Project, Ammroc (Al Ain), 2023 - Budget : 200 Thousand AED
5. Design of Tier 3 main and data recover datacenter in Dubai Municipality Datacenter Project in Karama and Jabel Ali, 2022 - Budget : 2.4 Million AED

PERSONAL TRAITS:

- Situation Handler and Problem Solving skills
- Easy Understanding the Concepts
- Hard / Smart Working based on the Conditioned Parameters.
- Team Coordination.

EDUCATIONAL QUALIFICATION:

- **Bachelor's Degree - Automobile Engineering.**
Velammal Engineering College - Chennai
2016 - 2020
- **Post Graduate Diploma in Management (PGDM) - Currently pursuing in online.**
Great Lakes Institute of Management
2025-2027

PERSONAL DETAILS:

- Name KAYALVIZHI.V
- Father's Name Mr. Venkatesan
- Date of Birth 12th July '99
- Nationality Indian
- Marital Status Married.
- Passport Details Z6571277
- Language Known English & Tamil.
- Contact No +91 90436 66999
- Communication Address # 205, Rajaji Street, TV Puram, Ponneri, TN 601 204.

DECLARATION:

I would like to take this Opportunity & request you to consider me to obtain this Opportunity reputed establishment to have a look over my Curriculum Vitae and be a Part of your Organization as an Employer.

Place: Chennai.

(V. KAYALVIZHI)