

N P VINCENT

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REAL ESTATE, SOLAR ENERGY, SMART HOME AUTOMATION & ELECTRIC VEHICLES

A SUBJECT MATTER EXPERT IN REAL ESTATE, SOLAR ENERGY, SMART HOME AUTOMATION & ELECTRIC VEHICLES SECTORS; I BELIEVE IN CREATING BUSINESSES THAT WILL LEAVE THE WORLD ECONOMICALLY, SUSTAINABLY AND TECHNOLOGICALLY BETTER THAN BEFORE. AN AGILE THINKER WITH A STRONG CONVICTION; ADEPT AT BUILDING, NURTURING AND MENTORING TEAMS AND DRIVING THEM TOWARDS GROWTH AND SUCCESS.

EXPERTISE

BUSINESS DEVELOPMENT

- ♦ Generating new business prospects, managing development process from pitch to delivery
- ♦ Collaborating with internal/external teams to create customized product/service bundles for specific customer needs

MARKETING

- ♦ Oversight of marketing programs: launch strategy, branding, crafting customer journeys, pricing, advertising, promotion
- ♦ Supervision of digital marketing: campaign management, social media strategy, content execution

SALES

- ♦ Sales process management: opportunity identification, goal setting, KPI monitoring
- ♦ Engaging C-Level and upper management via cold calling, networking, presentations
- ♦ Developing customer profiles & personas for decision-making insight and targeted marketing
- ♦ Prioritizing customers in sales pipeline based on revenue potential and resource optimization

STRATEGY & ANALYSIS

- ♦ Crafting disruptive strategies for market entry while balancing cost and impact
- ♦ Managing end-to-end product development: concept, assessment, testing, vendor evaluation
- ♦ Financial modeling, customer acquisition, differentiation strategies for competitive advantage
- ♦ Generating reports analyzing market opportunities, revenue predictions via research and analysis
- ♦ Establishing sales performance indicators, revenue targets based on market insights
- ♦ Defining product/service quality, market positioning, and pricing strategies

RELATIONSHIP MANAGEMENT

- ♦ Cultivating investor relations, pitching for strategic partnerships and market growth
- ♦ Pursuing collaborations, channel development, acquisitions in the sector
- ♦ Customer relationship management: feedback acquisition, after-sales support
- ♦ Vendor/supplier relationship management: feedback provision, synergy exploration

ADMINISTRATION

- ♦ Establishing effective product/service delivery methods: delivery, installation, operation & maintenance, after-sales service
- ♦ Creating and implementing business processes, selecting software/SaaS providers
- ♦ Continuous benchmarking of processes, guiding team in technology and software utilization
- ♦ Oversight of internal and outsourced administrative functions: website design, financial management, regulatory compliance, international trade, trade finance, certifications, customs
- ♦ Coordinating with legal consultants in compliance-based contract creation and risk mitigation
- ♦ Managing financial statements creation, accounting, and reporting compliance using collaborative software/SaaS

TEAM MANAGEMENT

- ♦ Working in a multinational, multicultural environment
- ♦ Recruitment and remote management of diverse freelancer team
- ♦ Overseeing multiple business functions: digital marketing, website development, customer relations, accounting, translation, graphic design, video editing, content development
- ♦ Training for sales, marketing, and service staff on products and solutions
- ♦ Establishing employee behavioral guidelines and service principles for customer interactions

EXPERIENCE

FOUNDER & EXECUTIVE DIRECTOR

BUY ANY HOUSE
INDUSTRY: REAL ESTATE
RAS AL KHAIMAH, UAE
MARCH 2023 - PRESENT

PARTNERSHIPS MANAGER

AFSIA
INDUSTRY: RENEWABLE ENERGY
RAS AL KHAIMAH, UAE
JANUARY 2022 - MAY 2023

STRATEGY CONSULTANT & CONTENT CREATOR

UPWORK
INDUSTRY: RENEWABLE ENERGY & ELECTRIC VEHICLES
RAS AL KHAIMAH, UAE
DECEMBER 2020 - APRIL 2023

PROPERTY CONSULTANT

TRUE BLUE REAL ESTATE
INDUSTRY: REAL ESTATE
RAS AL KHAIMAH, UAE
MAY 2022 - DECEMBER 2022

CHIEF EXECUTIVE OFFICER

12K ENERGY MENA
INDUSTRY: RENEWABLE ENERGY & ELECTRIC VEHICLES
RAS AL KHAIMAH, UAE
JULY 2020 - NOVEMBER 2020

BUSINESS DEVELOPMENT MANAGER

SHARAF DG ENERGY
INDUSTRY: SOLAR
DUBAI, UAE
AUGUST 2019 - JUNE 2020

FOUNDER & EXECUTIVE DIRECTOR

EFINITIVE SOLAR
INDUSTRY: SOLAR
DUBAI, UAE
JUNE 2015 - JUNE 2019

HEAD OF BUSINESS DEVELOPMENT

CONCAVE GENERAL TRADING
INDUSTRY: SOLAR
DUBAI, UAE
JULY 2018 - JANUARY 2019

GENERAL MANAGER

ATKNSN - FLOJER INTEGRATED
INDUSTRY: ECOMMERCE - HOME AUTOMATION
RAS AL KHAIMAH, UAE
OCTOBER 2015 - JUNE 2018

BUSINESS DEVELOPMENT MANAGER

ABDULLAH AL-KHRINEJ GENERAL TRADING
INDUSTRY: MINERAL TRADING
AHMADI, KUWAIT
OCTOBER 2013 - MARCH 2015

MANAGING PARTNER

CITADEL MARKETING & SERVICES
INDUSTRY: IT & INDUSTRIAL MONITORING
CHENNAI, INDIA
NOVEMBER 2006 - OCTOBER 2012

EDUCATION

POST GRADUATE DIPLOMA IN BUSINESS MANAGEMENT - MARKETING

XAVIER INSTITUTE OF MANAGEMENT AND ENTREPRENEURSHIP;
BANGALORE, INDIA
JULY 2004 - SEPTEMBER 2006

BACHELOR OF ENGINEERING - MECHANICAL ENGINEERING

BHARATHIYAR UNIVERSITY;
COIMBATORE, INDIA
JULY 1999 - APRIL 2003

OTHER LANGUAGES

- ♦ Hindi/Urdu: Intermediate
- ♦ Tamil: Intermediate
- ♦ Malayalam: Beginner
- ♦ Russian: Beginner
- ♦ Arabic: Beginner

PERSONAL INFORMATION

- ♦ Date of Birth: 16 March 1982
- ♦ Gender: Male
- ♦ Driving Licences: Kuwait & UAE
- ♦ Passport: Indian