

# Gaurav Gharat

Business & Project Management Professional



236 597 4482



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293 Arrowstone drive,  
Kamloops.



PORTFOLIO

I am a results-driven construction management professional with a strong background in business & account management. My expertise lies in market research, data analysis, competitor assessment, and strategic planning to identify new opportunities and clients across North America along with a proven track record in project management, and key account management, consistently acquiring new clients and POC for clients from project initiation to completion. My creative thinking and analytical acumen help align solutions with project strategies to achieve business objectives effectively.

## Key Competencies

Construction management Building Information Modelling (BIM) Project management Marketing  
Architecture Design 3D Modelling Contract Management Client Co-ordination SEO/SEM  
Business Development Sales CRM (Salesforce, ZOHO) Team Management Business Management

## Education

### 2023 -Pursuing POST GRADUATE DIPLOMA IN INTERNATIONAL BUSINESS

-Thompson Rivers University,  
Kamloops, BC.

### 2017 - 2019 MASTER OF BUSINESS ADMINISTRATION (CONSTRUCTION PROJECT MANAGEMENT)

-Amity University, Mumbai.  
-Accredited by - Royal  
Institution of Chartered  
Surveyors (RICS).

### 2011 - 2016 Bachelor of Architecture

-Dr. D.Y. Patil University,  
Mumbai, India.

## Software Skills

- MS office
- Adobe Photoshop
- Adobe InDesign
- Autodesk Revit
- Autodesk AutoCAD
- SketchUp
- Prima vera
- MS Project
- ZOHO/Salesforce CRM

## Experience

### Assistant Manager Business Development (North American Region)

Jan 2023 - Present

KPM Design Services Private Limited | [kpm-engineering.com](http://kpm-engineering.com)

- Conduct market research to identify new opportunities & clients across North America, involving data analysis, customer profiling, and strategic planning.
- Presented company services and expertise to potential clients through engaging presentations, showcasing our experience and capabilities.
- On-boarded 10+ clients, generating USD 1.5 million in revenue. (BIM Automation & MEP)
- Handled coordination of client and technical meetings, while managing quotations proposed by the technical team.
- Successfully ran marketing campaigns for inbound and outbound sales, resulting in increased leads and conversions.
- Led a team of 5 sales personnel, working closely with the technical team to ensure seamless collaboration.
- Launched a new company website focusing on the North American market, as well as managed and posted updates on the company's LinkedIn page.

### Sr. Executive Account Management.(NA Region)

Dec 2021 - Nov 2022

Neilsoft engineering PVT LTD | [neilsoft.com](http://neilsoft.com)

- Handling & monitoring key accounts through defined KPI and Generating Revenue of \$1 Million USD from each client.
- Market Research to identify services in demand to target clients (Steel Structure & MEP).
- Outbound Calling and emailing to acquire new clients.
- Facilitated client onboarding through presentations, engagement, project review, estimation, and negotiation to drive competitiveness.
- Conducting monthly business reviews focusing on account growth, marketing campaigns, and cross-selling services.
- Experience with Salesforce CRM to manage client engagement.

### Business Development Executive.(NA Region)

Feb 2020 - Nov 2021

Flatworld solutions PVT LTD | [flatworldsolutions.com](http://flatworldsolutions.com)

- Handling 25+ accounts for the AEC industry developing strategies to achieve annual target of \$0.75 Million USD.
- Conducted market research and business analysis within the AEC industry to identify new business opportunities and services to expand the company portfolio
- Introduced new services such as (Millwork drafting, AR/VR, and Digital Twin)
- Acted as the key point of contact for clients, providing detailed estimations, skillful negotiation, and ultimately closing deals by securing signed contracts.
- Responsible for project coordination between clients and operational teams, managing conflicts, ensuring project deliverables were met, and promptly generating invoices for timely billing.
- Monitoring company websites by providing relevant data on webpages and analyzing potential growth and lead creation from website.
- Experience in using ZOHO CRM for Sales, Lead management, and successful project delivery.

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## Certification

### BUSINESS ANALYSIS

-NSCBA/IIBA/PMI

### DIGITAL MARKETING

-Google

## Business Development Associate.

Mar 2019 – Jan 2020

Anarock Property Consultants | [anarock.com](http://anarock.com)

- Cold calling to secure meeting with top developers for VP.
- Contacted Builders and investors to network and secure projects.
- Managed stakeholders in the real estate industry for marketing and transaction purposes.
- Provided periodic marketing support by preparing analysis to drive business performance and revenue generation
- Total accountability of the marketing strategy to the developers with respect to salability and market new trends for quick sales.

## Principal Architect - (Part Time)

Jun 2017 – Feb 2019

Emerge associates

- Developing and delivering design concept presentations to clients, highlighting project goals and conceptualization.
- Led architectural design and planning at schematic stage, ensuring projects aligned with objectives, budgets, and timelines.
- Guided and developed junior architects, enhancing the team's skills and capabilities.
- Using CAD software to create drawings that incorporate exact measurements, calculations, building codes, and other construction details.
- Collaborated with the team to develop statutory drawings required for approval at various project stages.
- Oversaw the creation and inspection of construction drawings, encompassing floor plans, structural plans, MEP drawings, and finishing drawings, before presenting them to clients.
- Working predominantly on residential projects, specializing in interior drafting and design.

## Senior Architect

Aug 2016 – May 2017

M square design studio

- Collaborated with clients and stakeholders to align design concepts with project goals.
- Responsible for drafting architectural drawings, Such as floor plans, elevations, sections, and 3D models.
- Ensured compliance with local building codes and regulations, while drafting project.
- Conducted research to recommend suitable materials and finishes that match project specifications considering budget constraints.
- Supported cost estimation and offered valuable insights to clients.
- Worked closely with senior architects, engineers, and interior designers, to deliver drafted AutoCAD drawings.
- Maintained transparent communication with clients, presenting design concepts and revisions as needed.
- Assisted with project management tasks, including scheduling and document management.