

# ROAL SALDANHA

To contribute my skills and expertise to a dynamic and reputable organization, with a focus on driving growth and creating mutual value. I aim to leverage my ability to adapt to new challenges, stay abreast of the latest market trends, and continuously enhance my knowledge in sales and marketing to foster both personal and organizational success.



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## EDUCATION

BACHELORS OF COMMERCE

Mumbai University | 2004-2007

## EXPERIENCE

### HOLIDAY CONSULTANT

*Karma Royal Group | July 2023-Sept 2024*

- Initiated client outreach, built relationships, and led property tours and presentations.
- Presented membership benefits, resolved client inquiries, and closed membership sales.

### MARTIAL ARTS TEACHER

*St. John The Evengelish High School | June 2022 - May 2023*

- Led martial arts and self-defense training sessions focused on fitness, discipline, and safety.
- Developed and implemented structured lesson plans for various skill levels.
- Guided students on techniques, safety protocols, and mental focus to enhance learning and prevent injuries.
- Fostered self-confidence and promoted healthy, active lifestyles.

## SKILLS

Effective Communication

Multitasking

Time Management

Budget management

Training

Team Work

Reporting

## HOBBIES

ACTING, SINGING, DANCING, MARTIAL ARTS  
GUITAR PLAYING, STUNT PERFORMANCE

## **HIRE DESK CONTROLLER**

***Access Rental Gulf (Dubai) | January 2016 - August 2018***

- Prepared and managed rental agreements and documents for machinery rentals, ensuring accuracy and timely processing.
- Monitored machinery hire/off-hire status and maintained detailed records.
- Managed administrative tasks, including passport and visa renewals, vendor payments, and document security.
- Compiled and distributed fleet status reports.
- Handled walk-in sales inquiries and responded to phone queries, delivering excellent customer service and promoting company offerings.

## **BUSINESS DEVELOPEMENT EXECUTIVE**

***Epic Advertising (Dubai) | August 2014 - June 2015***

- Handled walk-in inquiries and scheduled meetings with potential clients and partners.
- Conducted daily cold calls to pitch services and secure new business opportunities.
- Delivered compelling presentations to showcase service offerings and benefits.
- Ensured seamless communication and timely delivery through consistent follow-up with suppliers and clients.

## **SALES EXECUTIVE**

***Sunjana Developers | November 2010 - February 2014***

- Managed walk-in inquiries and made cold calls to promote properties for lease and sale.
- Scheduled and conducted meetings with corporate clients, presenting leasing and outright investment opportunities.
- Delivered tailored presentations to internal teams and external clients, highlighting property features and benefits.
- Engaged in prospecting and lead generation to identify new business opportunities and expand the client base.

## **PROJECT EXECUTIVE**

***Peepal Tree Communications | June 2008 - October 2010***

- Managed multimedia projects from inception to completion, ensuring seamless coordination and on-time delivery.
- Oversaw vendor relationships, managed contracts, and ensured cost-effective procurement of services and materials.
- Scheduled and coordinated artists for recordings and dubbing sessions, ensuring smooth logistics and adherence to timelines.
- Ensured guest and artist comfort, providing hospitality and a positive experience throughout the project.