



SHARATH PRAKASH THANUR

CONTACT

DUBAI, UAE

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Date of Birth: 31-12-1985

Nationality: INDIAN

EDUCATION

June 2010

Master of Business Administration:
MARKETING & FINANCE
PK RAJAN MEMORIAL CAMPUS,
KANNUR, INDIA

June 2006

Bachelor of Business
Administration: MARKETING &
FINANCE
JAYBEES ARTS & SCIENCE
COLLEGE, KANNUR, INDIA

June 2003

Certificate of Higher Education:
MARKETING
KADAMBUR HIGHER SECONDARY
SCHOOL, KANNUR, INDIA

June 2001

Certificate of Higher Education:
MARKETING
CHOVVA HIGH SCHOOL, KANNUR,
INDIA

LANGUAGES

PROFESSIONAL SUMMARY

Experienced in achieving consistent results with a determined and disciplined approach to handling leasing needs. Driven and hardworking leader with demonstrated record of success in team leadership and operations management. Familiar with all documentation, reporting and compliance requirements.

SKILLS

- Leading meetings
- Background in lease management
- Department planning
- Report writing
- Contract management
- Open home inspections
- Tenancy application management
- Advertising
- Property management
- Property inspections
- Tradesmen coordination
- Entry and exit reporting
- Lease drafting
- Marketing development
- Property showing
- Marketing and advertising
- Legal document preparation
- CRM software use
- Grounds inspections

WORK HISTORY

October 2020 - Current

SALES / LEASING MANAGER, CONCORD TOWERS FZ LLC, DUBAI,
UAE

- Marketed and advertised vacancies on media and advert channels to attract potential tenants.
- Collaborated with property managers to keep units ready for new tenants and oversee smooth moves.
- Built and maintained exceptional working relationships with existing tenants, generating consistent referrals and ongoing business opportunities.

March 2019 - September 2020

SALES MANAGER, MRHM PHARMA, BANGALORE, INDIA

- Established budgets for programme activities and controlled expenditure to meet targets.
- Conducted regular market assessments to stay current on trends and

English	C1
Advanced	
Hindi	C1
Advanced	
Malayalam	C2
Proficient	
Tamil	B2
Upper intermediate	

maintain readiness for changes.

- Organised special sales at specific times to drive customer engagement and move high volumes of products.

January 2016 - February 2019

SALES MANAGER, AL MELKI REAL ESTATE BROKERS, DUBAI, UAE

- Analysed customer data and campaign performance to drive improvements.
- Supervised all marketing and planning activities to achieve company goals.
- Explored new marketing and branding partnerships with high-profile clients, enhancing company reach.

January 2014 - December 2016

SALES MANAGER, KRC INTERNATIONAL LLC, ABUDHABI, UAE

- Leveraged industry trends to identify growth opportunities.
- Supervised all marketing and planning activities to achieve company goals.
- Developed cohesive marketing strategies, identifying macro trends, opportunities and challenges to deliver successful campaigns.
- Conducted market research to better understand key customer segments.

January 2012 - December 2014

ASST SALES MANAGER, J&P GROUP OF COMPANIES, MANAMA, BAHRAIN

- Monitored campaign performance, adapting strategy as needed to ensure business goals were consistently met.
- Developed impactful brand and style guides.
- Trained team in content development and project management.
- Supervised all marketing and planning activities to achieve company goals.

January 2010 - December 2012

SALES MANAGER, H&H PHARMA, BANGALORE , INDIA

- Collected customer and market feedback and reported information to company leadership.
- Tracked and evaluated weekly sales figures, developing senior leadership reports for targeted action planning.
- Analysed sales to identify top-performing products.
- Conducted performance reviews and created action plans to drive team improvements.

January 2006 - December 2008

Sales Officer, TATA TELE SERVICES PVT LTD, KOCHI, INDIA

- Identified new leads through data mining and telesales.
- Reviewed and improved sales performance, routinely meeting or exceeding targets.
- Carried out needs analysis of prospective consumers to tailor sales strategy.