

Sanjay Kamani

EMAIL: skamani@me-xl.us // CELL: (804) 543-4433 // AREA: Midlothian, VA

PROFESSIONAL EXPERIENCE

May 2010 – Present

Founder, KP Property Advisors LLC

Elevator Consultancy, Richmond, Virginia

- Help owners and managers of commercial high-rise properties develop structure around complex service and cost issues related to mission critical elevator systems.
- Represent clients in large-scale modernizations of elevator systems in Class A high-rise properties.
- Assist clients with vendor bid negotiations and letting of long term service contracts
- Perform Due Diligence Services for Class A Office Property REITs
- Implement Technology platforms to deliver productivity improvements
- Develop structured frameworks to solve technology and service issues
- Consult with Property Managers for solutions to technical and contractual issues

May 2010 – Present

Co-Founder, TessT, LLC.

A Technology Start-up based in New York City

- Developed and implemented complete architecture of a collaboration tool to allow property managers collaborate with their supply chain
- Develop client relationships to drive start-up sales and fund complete IT infrastructure development
- Identify client value proposition through beta testing and developing clear measurement metrics
- Develop long term contracts to generate an investment proposition for professional equity firms.
- Manage complete project with limited funding and identified complete SaaS strategy

May 2009 – Present

President and CEO, Management Excellence Inc.

A Technology Start-up headquartered in Richmond, Virginia

- Develop and implement technology solutions to various business issues
- Structure and implement process improvement strategies for small and large businesses
- Deliver Project management training for Project Management Professionals Certification
- Construct and monitor E-Learning and online training platforms
- Orchestrate data collection strategies, analyze the data, identify and implement solutions

2004 - 2009

Principal, Ascent Service & Technology, LLC

An Elevator Consultancy headquartered in New York City

- Developed customer relationships to drive revenue by 30 percent over prior year
- Helped owners and managers of commercial high rise properties develop structure around complex service and cost issues related to mission critical elevator systems
- Averaged 12 percent savings delivered to clients in service costs
- Implemented an online system to take manual filings to improve speed, accuracy and to reduce costs
- Managed the filing of 3000 inspections behalf of our clients with the New York City department of buildings in 2007 and 2008
- Represented clients in large scale modernizations of elevator systems in Class A high-rise properties
- Assisted clients with vendor bid negotiations and letting of long term service contracts

1997 – 2001

Productivity Director, Stanley Works

Global Manufacturer of Hand Tools headquartered in New Britain, Connecticut

- Reported to the Vice President of Operations
- Managed 960 projects globally with 33 project teams
- Delivered \$115 million in productivity savings over 4 years
- Orchestrated the closure of five plants and relocation to China
- Developed outsourcing strategies for non-core components and sub-assemblies
- Organized vendor productivity program and led consortiums to deliver improvements in pricing
- Introduced lean techniques, Kaizen methodologies, and Six Sigma culture to all United States based plants over a three year period

1996 – 1997

Project Manager, Access Technologies

Manufacturer of Automated Door Systems headquartered in Farmington, Connecticut

- Reported to Director of Operations
- Introduced standard work process and training manuals for troubleshooting and repair
- Improved productivity of service technicians by 35 percent
- Implemented diagnostic tools and dispatch systems
- Developed a parts and rebuild center to consolidate vendor purchases

1989 - 1996

Systems Engineer, Otis Elevator Company

Global Manufacturer of Elevators headquartered in Farmington, Connecticut

- Reported to the Director of Worldwide Engineering
- Engineered a remote diagnostic system to assist field technicians
- Developed test systems to collect and warehouse diagnostic information
- Developed data mining systems to predict and diagnose elevator faults
- Developed and qualified control systems designs for worldwide applications
- Invented 19 patents on various elevator controls and sensor systems
- Designed elevator control systems exceeding \$100M sales per year
- Developed electronic PC board designs for landing systems, motion control systems
- Designed algorithms and design specifications for software requirements
- Instituted qualifications standards for software testing, configuration control and release

- Masters in Business Administration, University of Connecticut, Storrs, Connecticut 1997
- Masters in Electrical Engineering, Rensselaer Polytechnic Institute, Hartford, Connecticut 1994
- Bachelors in Electrical Engineering, University of Connecticut, Storrs, Connecticut 1989
- Member of International Electrical and Electronics Engineering (IEEE) 1986 - 2001
- Member of Franchise Association Board, Mrs. Fields Famous Brands 2003 – 2006
- Member of American Council of Engineering Companies Virginia Chapter 2009 – 2010
- Qualified Elevator Inspector, Q.E.I #1700

EDUCATION & MEMBERSHIP

PATENTS

- 5,982,125 Automatic door test apparatus
- 5,950,767 Optical door lock
- 5,817,993 Monitoring of elevator door reversal data
- 5,797,472 Reactive governor
- 5,780,787 Monitoring of manual elevator door systems
- 5,760,350 Monitoring of elevator door performance
- 5,594,219 Elevator position apparatus
- 5,569,888 Ultrasonic elevator door safety system
- 5,505,280 Elevator door system
- 5,431,251 Elevator car