



Jeev Sahni, BSc
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Jeev Sahni, BSc - Seasoned professional specialising in performance strategy and value creation.

With over a decade of rich experience, Jeev has made significant contributions to conceptualising and executing commercial strategy, value creation, performance management, and project management. He has been instrumental in spearheading market development and leading digital transformations across a diverse range of multinationals and SMEs in more than 47 global markets.

His educational background is robust and diverse, featuring an academic foundation from IE Business School and the University of Leicester. Further enhancing his expertise, Jeev holds a Specialisation in Strategy from Harvard Business School and is a certified PRINCE2 project manager.

Jeev's career is marked by his ability to navigate complex challenges and his commitment to achieving tangible results. His approach combines a deep understanding of business dynamics with a keen ability to implement strategic initiatives, making him a valuable asset in any transformative business journey.



Areas of Expertise

Strategy Building & Execution · Industry Analysis · Go-To-Market Strategy · Cost Optimisation · Revenue Generation · Competitor Intelligence · Value Creation · Change Management · Pricing Optimisation · Performance Improvement · Crisis Management · Sensitivity Analysis

I believe

"Dynamic business transformation and scenario planning are key to enabling organisations to anticipate market changes, mitigate risks, and secure sustainable, profitable growth".

I deliver

"Disruptive and constructive change solutions, maximising profits through efficiency, value creation, and comprehensive risk analysis to drive sustainable growth for organisations".

I create

"Unique strategic initiatives and tactics that propel constructive change, focusing on maximising profits through enhanced efficiency, value creation, and in-depth risk analysis for organisational growth".

Professional Experience (et al.)

Strategic Leadership & Business Development

Demonstrated by leading regional project pipelines, teams and initiatives through effective channel partner management, achieving significant growth above the planned targets YoY.

Market Analysis & Access

Developed a comprehensive client pricing models in the sub-pharma and medical device sector, resulting in a substantial pipeline across the Middle East & North Africa.

Digital Transformation & Value Creation

Spearheaded a significant digital transformation projects with a focus on medication management solutions, enhancing data integration, performance reporting metrics and value creation avenues.

Team Leadership & Mentoring

Deep insights and engagement skills in coaching and mentoring a multitude of associates across matrixed management hierarchies, aligning them with the regional business objectives, career blueprints and plans for growth.

Operational Efficiency & Process Improvement

Led cost optimisation initiatives across three business units in Becton Dickinson & Company across EMEA and MENA, achieving profit actualization on a quarterly basis.

Robust Client Relationship Management

Led and successfully executed strategies for product lifecycle management, portfolio transition and client retention efforts during and through COVID-19 and beyond.

Leverage Experts – partner for critical and complex transformations challenges.

Leverage Experts partners with decision makers in growth and crisis situations since 2012. The team is a recommended choice for strategy, change management and M&A projects. Leverage Experts synchronises value creation and corporate culture and guides executives and employees through critical change processes. The interdisciplinary team of experts provides successful transformation and restructuring management, building on many years of experience as consultants and entrepreneurs. Leverage Experts acts with focus and confidence in challenging situations. The team is based in Frankfurt, Zurich and Dubai.

We come on board when it really matters. - At short notice. With high impact.