



unione

COMPANY PROFILE

Unione India Pvt Ltd

📍 640-646, 6th floor, Pancharatna Building, Opera House,
Mumbai - 400004.

☎ 1800-3134-564 / 40035150 / 40055150

About Us

Our humble beginning in the mid-1960s saw our first-generation sell the Standard Murphy Radios and Crown TV sets. After establishing our roots in the manufacturing and distribution business, the second generation of the Jhaveri family collaborated with Max Touch (now Vodafone) to handle their distribution operations in India. Max Touch was the first company to launch mobile telecom services in India and we were at the helm of everything, right from setting up their launch strategy to expansion. This landmark deal saw us become one of the most credible Pan-India distributors of leading brands.

Our work with Motorola helped them open their first flagship store in India and strengthened our relationship with the telecom and networking sector.

Over the span of 25 years, Unione has grown to be associated with leading brands across sectors such as home & lifestyle, media, mobile phones and accessories, amongst many others.

Mission

To build a robust and seamless ecosystem where in Indians can experience the finest and most dependable brands spanning across technology, products and services.

Vision

To simplify lives of Indians with technologically enhanced products and services.

Unravelling the magic of technology



Experience spanning more than 2 Decades



Partners with leading brands that have a global footprint



Expertise in multi-brand outlet, large format retail and online formats



Country-wide Network of Sales and Distribution



Nationwide Warehouse Facility



ISO 9001:2015 Certified

Our Team



Saurabh Jhaveri

Director

Saurabh is a passionate entrepreneur, who is deeply involved in everything related to telecommunication and modern technology. After graduating with top-honours in Bachelor of Commerce from Mumbai's KC College, he joined Atlas Radio Traders (now UniOne) in 1996 and made it one of the leading brands in networking space across Mumbai city. His ambition is to bring the best products from various technological spectrum within a single dimension of UniOne.



Jagdish K. Dherai

Operation manager (Moksha Enterprises)

Having more than 15 Years of experience In Retail, managing vodafone store, dealing with multibrands like nokia samsung blackberry apple etc in retail. End to end corporate deals. Joined company In Dec'2015. In 2017 become the operational manager for moksha enterprises, managing pan india LFR business for Vivo. Aim is to have organic growth in terms of sales & revenue.



Ajoy Gulati

CEO

Ajoy has 20 years of experience in telecom, retail and banking sector. He has worked for Hutchison Max Telecom, Motorola, Reliance Infocomm, RPG Cellucom and was the Associate Vice President for Sales and Support with Etisalat DB Telecom (April 09 - August 2012). With his expertise in sales, marketing, merchandising, account and sales process management, he joined the company in June 2015 to handle the managerial operations, overall business expansion and establish UniOne as a brand.



Masumi Dhadda

Manager - Corporate Finance

Masumi has completed her Masters of Commerce (Accounts and Finance) from H.R. College with top honors. She joined the company in 2016 and has been an integral part of the team along her journey, having contributed extensively in day to day accounts and finance activities of all verticals of the firm. In the span of 6 years she has dynamically grown within the organization to now head the financial aspects of vendor-client management.



Shantilal Shukla

Head Finance

Fondly known as Shuklaji, he is an integral part of the UniOne Family. Shuklaji joined Atlas Radio Traders in 1984, as an Accountant and has grown with the organization to head the Finance team. His expertise is in Financial Data Projection and Finalization.



Moushami Panda

Head - E - Commerce (D2C)

A management graduate from IMT Ghaziabad, with 8 years of experience with Consumer Durables, Telecom & IT companies. Moushami is responsible for strategic tie-ups and operations in sync with the brand for all leading e-commerce portals.



Pallavi Pawar

Head - Enterprise Sale

Pallavi has 29 years of experience in Institutional Sales, Insurance and Telecom. She has worked for NIIT, Aptech, Max New York Life Insurance, and Vodafone Idea. Her last assignment was with Vodafone Idea (2005 - 2020) handling the SME business through channel management. With this experience in Sales, Customer Relations and Call Centre operations, she joined UniOne Group in June'2021 to handle business expansion across cities. Pallavi aims to establish UniOne as a brand in the Telecom and BFSI segment.

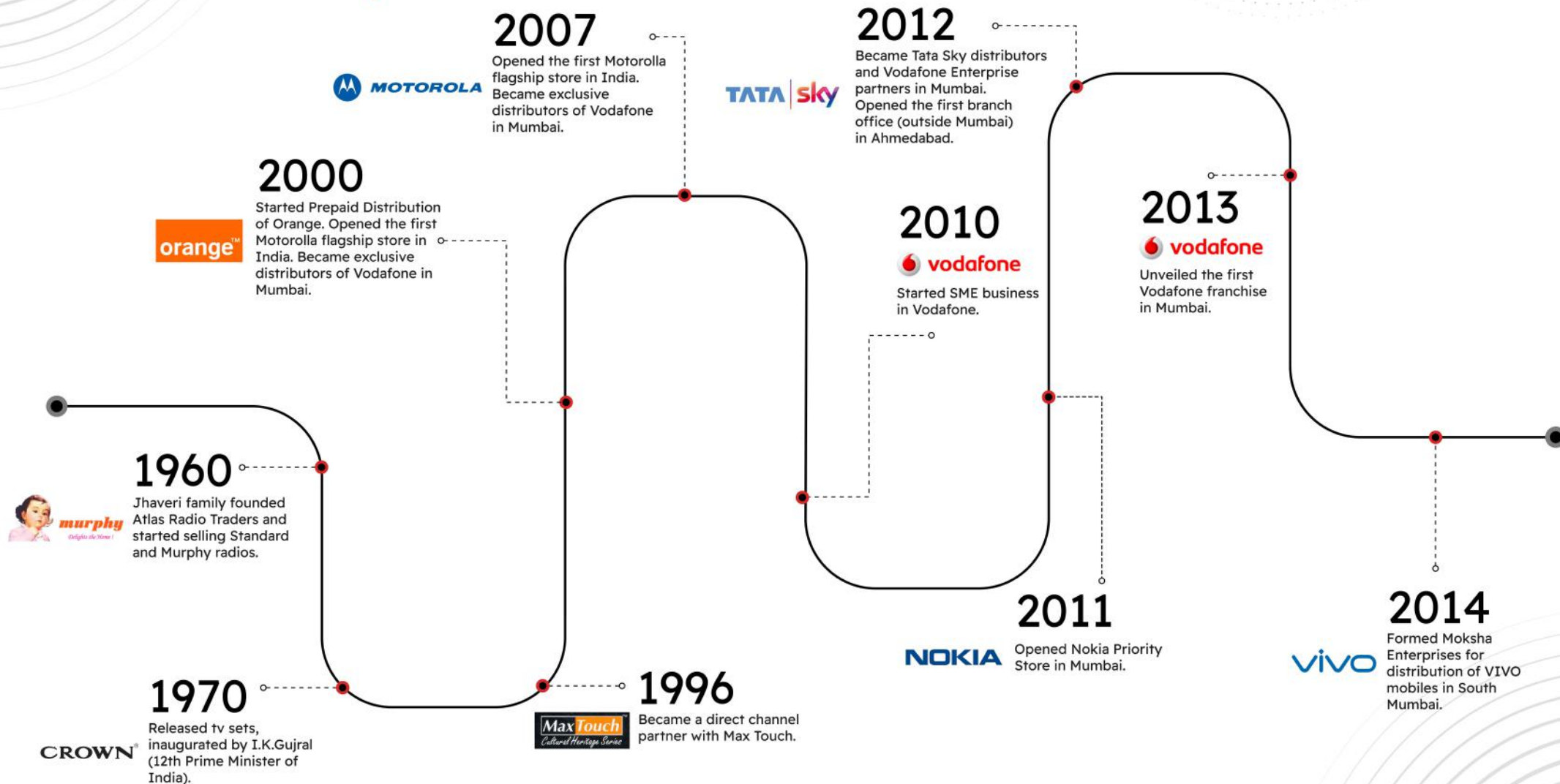


Aashna Mirani

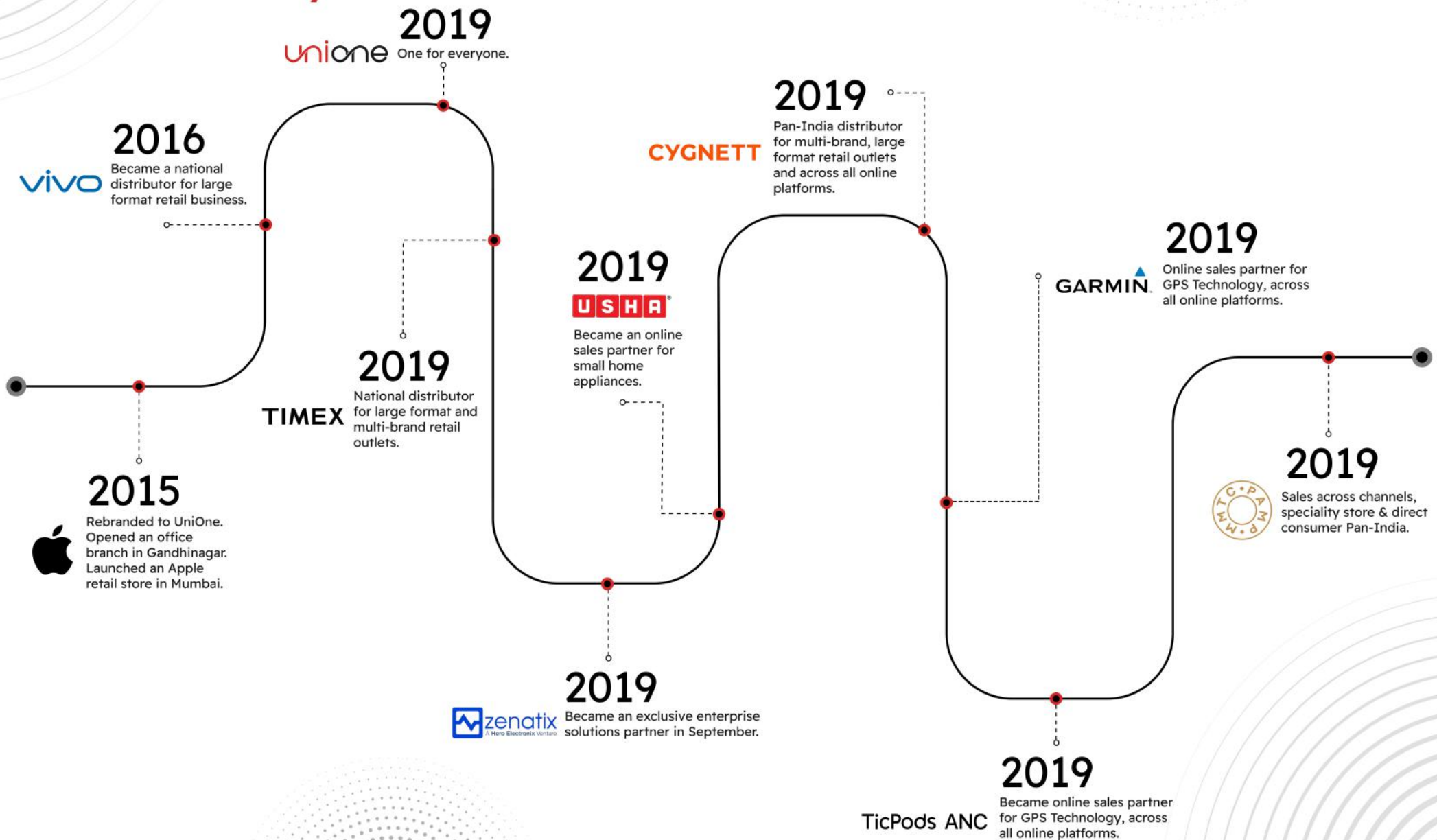
Digital Marketing

Aashna Mirani has completed her Bachelors of Commerce from K.C.College and holds a Graphic Design Diploma from NIIT. She has 7 years of experience in social media management, digital marketing strategy, and business development and has worked with a reputed parenting website, Kidsstoppress, Architect Sonia Gehlot, Millie Rock, and Le Mill. She joined UniOne in January 2022 and will be involved in developing the organisation's multi-channel communication.

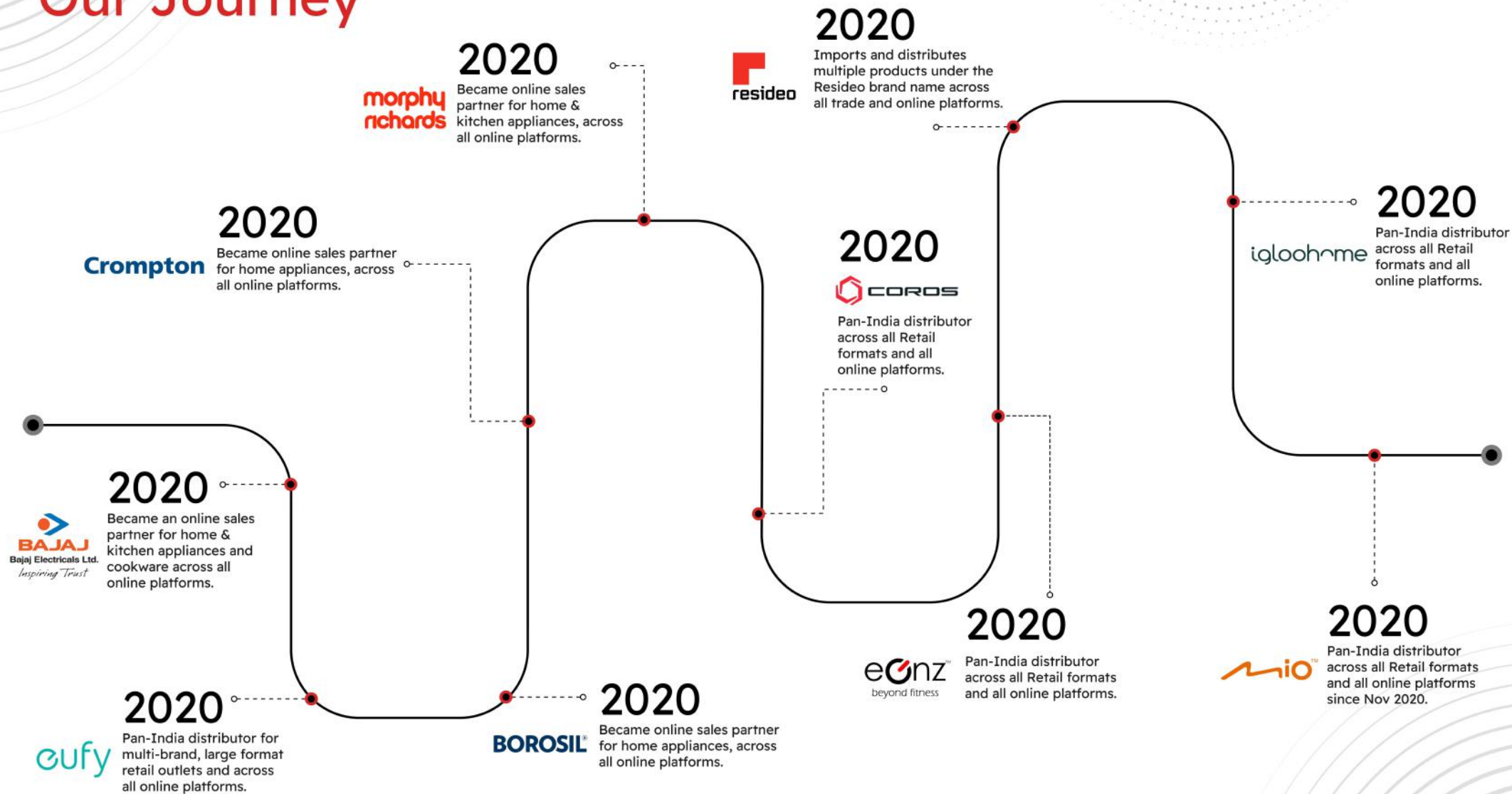
Our Journey



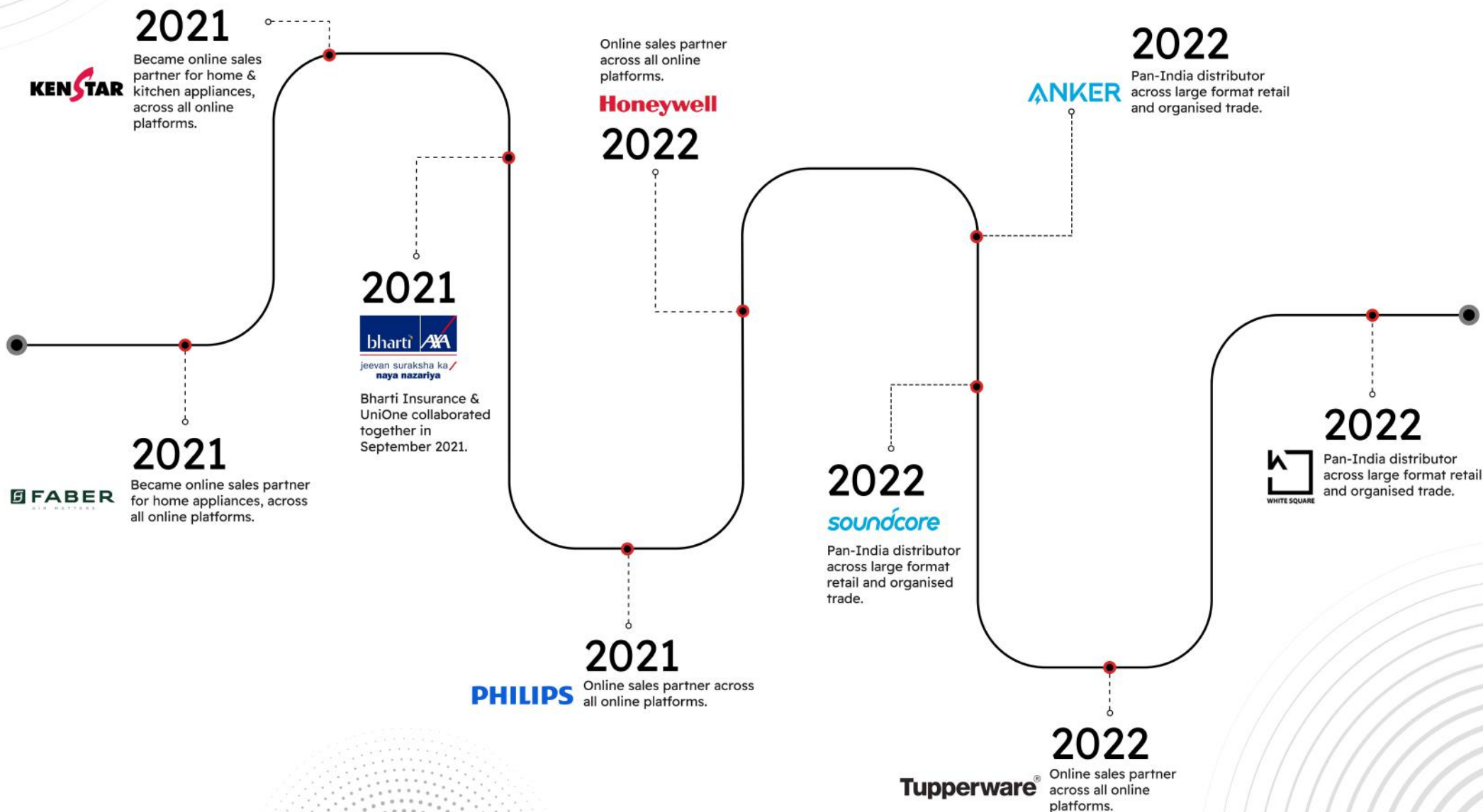
Our Journey



Our Journey



Our Journey



Our Clients



Partnering Brands

ANKER
POWER YOUR MOBILE LIFE



eufy

GARMIN


BAJAJ
Bajaj Electricals Ltd.
Inspiring Trust

BOROSIL®



morphyrichards

Crompton

CYGNETT



PHILIPS

Partnering Brands





ANKER
POWER YOUR MOBILE LIFE

Founded in 2011, Anker soon expanded its focus from replacement laptop batteries to smartphone battery chargers, wall chargers, portable power and conferencing gear.

UniOne has partnered with Anker as their Pan-India distributor across large format retail and organised trade since April 2022.



Apple Inc. is an American multinational tech giant that designs, develops, and sells consumer electronics, computer software, and online services.

UniOne's retail arm, Unistore, is an Apple mobile retail partner that offers





Bajaj Electricals Ltd.

Inspiring Trust

Bajaj Electricals Limited (BEL) is a globally renowned and trusted company and is a part of "Bajaj Group". Bajaj Electricals' business is spread across - Consumer Products (Appliances, Fans, Lighting), Exports, and EPC (Illumination, Transmission Towers and Power Distribution).

UniOne has been Bajaj Electricals' online sales partner since December 2020 for home & kitchen appliance, across all online platforms.

A black and grey Borosil juicer machine is shown in the process of juicing. It has a transparent collection container at the top and a spout on the side that is pouring a vibrant orange juice into a clear glass. The machine is placed on a light-colored surface, and the background is a blurred kitchen setting with a window featuring a patterned blind.

BOROSIL®

Borosil functions under two listed companies - Borosil Ltd, which consists of consumer products and life sciences division, and Gujarat Borosil Ltd, which manufactures and sells solar glass.

UniOne has been Borosil's online sales partner since June 2020 for home & kitchen appliance, across all online platforms.



Crompton

Crompton is one of the leading consumer companies in India with a 75+ years old brand legacy associated with great quality, reliability, superior engineering capability, product design and inspires an immense amount of trust.

UniOne has been Crompton's Online Sales Partner since September 2020 for home appliances, across all online platforms

The background of the slide is a photograph of various mobile accessories on a wooden desk. In the foreground, a smartphone is connected to a black charging cable. Next to it is a black power bank with a white USB-C cable plugged into it. A pair of round glasses and a black notebook with a silver pen are also visible. In the top right corner, there is a decorative graphic consisting of several white, curved, wavy lines.

CYGNETT

A leader in the mobile accessories space, Cygnett's beautifully-crafted, high-quality products are sold in 2,00,000 retail outlets across 42 countries.

As of 2019, UniOne wholly owns the brand rights of Cygnett in India and thereby imports and distributes its products across all trade and online platforms.



eufy

Eufy is part of Anker Innovations, one of the leading and most trusted consumer electronics brands in America, and develops new generation connected devices and appliances that work seamlessly together to simplify the complete smart home experience.

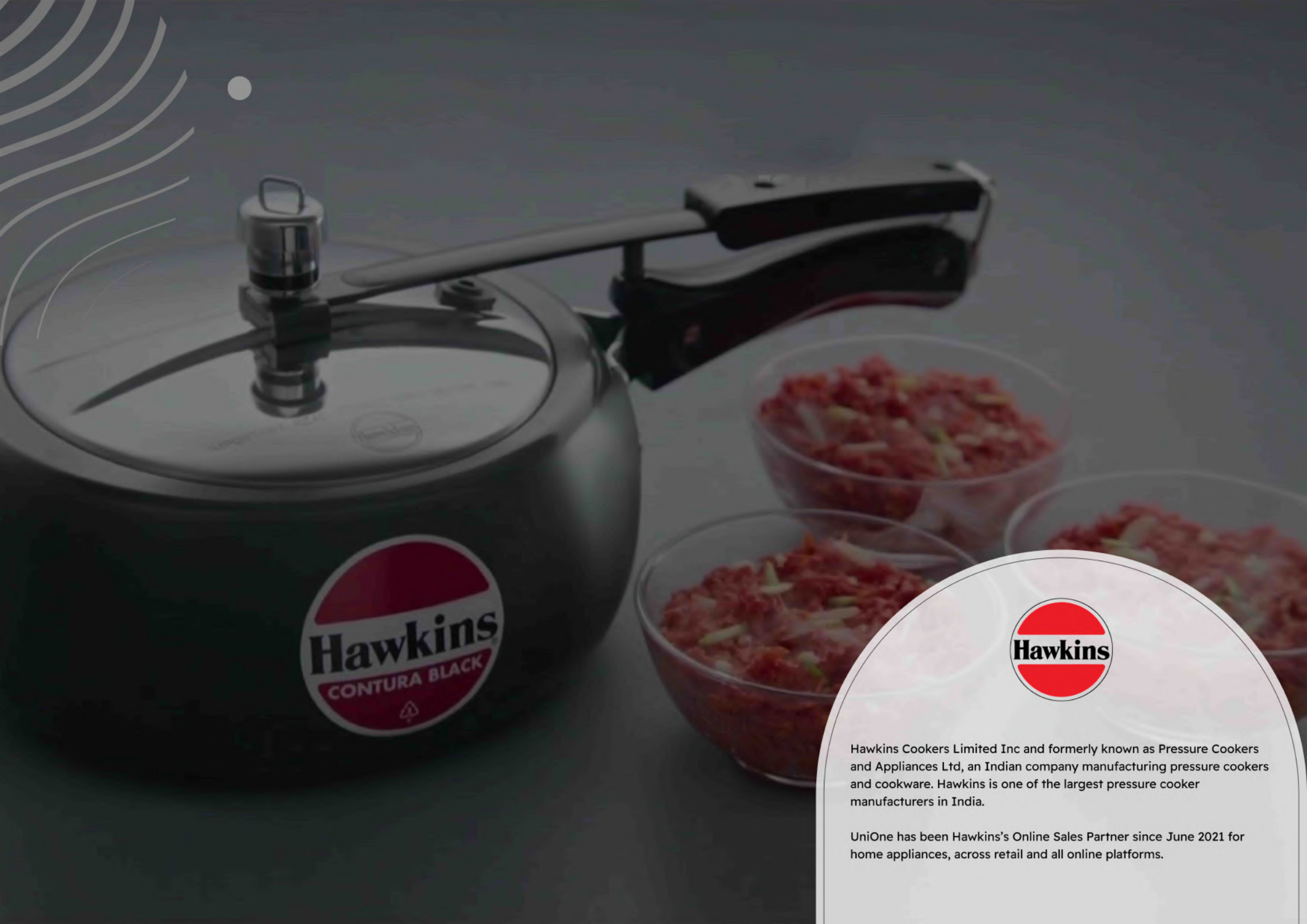
UniOne imports as well as is a pan India distributor across all Retail formats and all online platforms since June 2020.



Garmin Ltd. is an American multinational technology company founded in 1989 by Gary Burrell and Min Kao. The company specializes in GPS technology for automotive, aviation, marine, outdoor, and sport activities.

UniOne has been Garmin's online sales partner since August 2019 for





Hawkins Cookers Limited Inc and formerly known as Pressure Cookers and Appliances Ltd, an Indian company manufacturing pressure cookers and cookware. Hawkins is one of the largest pressure cooker manufacturers in India.

UniOne has been Hawkins's Online Sales Partner since June 2021 for home appliances, across retail and all online platforms.



**morphy
richards**

Morphy Richards is a part Glen Dimplex Group - a leading worldwide manufacturers of electric, heating, and domestic appliances with the latest designs and technology.

UniOne has been Morphy Richard's online sales partner since December 2020 for home & kitchen appliances across all online platforms.



MMTC-PAMP India Pvt. Ltd. is internationally recognised as an industry leader for bringing global standards of excellence to the Indian precious metals industry. They have received several awards since their inception from local and global industry bodies for the transparency and sustainability that they rigorously uphold in their acquisition, refining, and supply of precious metals in the Indian market. They are the only LBMA-accredited gold refinery in India and their gold is accepted across global commodity exchanges and central banks.

UniOne has partnered with MMTC Pamp since 2019 and is managing



PHILIPS

Philips is a Dutch multinational conglomerate corporation that was founded in Eindhoven in 1891. It was formerly one of the largest electronics companies in the world, but is currently focused on the area of health technology, having divested from other divisions. Philips is organized into three main divisions: Personal Health (formerly Philips Consumer Electronics and Philips Domestic Appliances and Personal Care), Connected Care, and Diagnosis & Treatment (formerly Philips Medical Systems).

UniOne has been Philip's online sale partner for home & kitchen appliances across all online sales platform since 2022.



Resideo is a global leader in providing home comfort and security solutions. With a heritage of more than 130 years, they have seamlessly integrated their solutions in 150 million homes globally.

UniOne imports and distributes multiple products under the Resideo brand name across all trade and online platforms.



soundcore

Soundcore uses innovation, experience, and pioneering listener analysis to create products that revolutionize expectations for audio quality.

UniOne has partnered with Soundcore as their Pan-India distributor across large format retail and organised trade since April 2022.



ting

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Established in 2009, Ting is a fully integrated creative and digital agency that offers core services like digital marketing, website design and development, branding, ATL, BTL, videography and more. Ting has worked with brands like Jio, Amazon Business, Viacom18, Sun TV, Supersonic, Times OOH, Oberoi Mall & Realty, Max Protein, etc. and continues to be sought out by companies for everything digital and mainline.

UniOne understands the creative spirit that drives Ting and has helped further its interests through different means.



Tupperware[®]

Tupperware is a global homeware and kitchenware brand based in the US. Established in the year 1946, Tupperware has a rich legacy of 76 years of making durable, non-toxic, and uniquely crafted products that totally transformed lives across the globe.

Unione has partnered with Tupperware since 2022 for dining, storage and school supply, across digital platforms.



Usha International Limited is one of the leading corporations in the fast-moving consumer durables category. It is the first Indian company to be ISO 9001:2000 certified for its noteworthy marketing processes.

UniOne has been Usha's online sales partner since August 2019 for home & kitchen appliance, across all online platforms.



Vodafone Idea Limited is a Pan-India telecom operator offering 2G, 3G, and 4G VoLTE mobile services under two brands: Vodafone and Idea.

UniOne has been associated with Vodafone for around two decades serving multiple roles and is currently its corporate sales associate. UniOne provides enterprise solutions for leased lines, toll-free numbers, audio conferencing, Wi-Fi networking, location tracking, and has





vivo

Vivo is one of the fastest-growing smartphone companies in the world, owned by BBK Electronics and headquartered in China. It manufactures smartphones, mobile accessories, software, and online services.

UniOne became the handset distributor for Vivo in South Mumbai in 2014. The role involves managing sales of mobiles through a network of 150 retailers. Furthermore, UniOne was appointed as Vivo's exclusive national distributor for large retail formats like Reliance, Croma, Vijay Sales, and Future Group, catering to about 2000 outlets Pan-India.



Based in India, White Square is the worldwide leader in consumer karaoke products.

UniOne has partnered with White Square as their Pan-India distributor across large format retail and organised trade since January 2022.

CONTACT US

CORPORATE OFFICE

UniOne Indian Pvt. Ltd.

📍 Dreamland Building, Ground Floor, 27,
New Queens Road, Next to Roxy Cinema,
Opera House, Mumbai - 400 004

☎ Tel : + 9122 2367 7700 ✉ info@unioneigroup.in 🌐 www.unioneigroup.in

UniOne Indian Pvt. Ltd.

📍 B/906, Nar Narayan Complex, 9th Floor
Off Cg road, Navrangapura, Ahmedabad - 3800059

☎ Tel : + 9179 4008 5150