



Sanjay Duggal

Franchise & Retail Advisory
 Certified Coach & Trainer
 Conference Speaker
 Executive Management
 Financial Analysis
 F&B Operations
 Media Columnist
 Business Strategist

sanjay@stellareastern.com

Cell: +971 52 9022933

If I were looking for a consultant or executive to advise me on a new market or how to break in, Sanjay would be my first choice

-Nancy Charles-Parker, former commercial counselor at the US Embassies in Saudi Arabia, UAE & Kuwait

Writer for:



Business Education



Dubai Association Centre



Abu Dhabi University



Franchise Saudi Arabia, Jeddah



Bahrain SME Development Society

Bio

Business & Franchising Specialist with 30+ years of experience in Senior Organizational Management, Strategic Planning & Turnkey Projects in Five Star Hotels, Industrial Catering, Hyper Markets, Family Entertainment, Premium Confectionery, Casual Dining, Retail and other service businesses. Has managed an annual turnover of AED 100 Million with teams of up to 600 members.

First-hand Business experience in 13 countries and extensive engagement in the world of franchising. Delivers franchising advisory to corporates and private equity firms and coaches & trains throughout the Middle East



SOME BUSINESS ARTICLES BY SANJAY DUGGAL

Worldly Wise
BY SANJAY DUGGAL
Franchising needs more than just a tweak

It's not just the franchisee who needs to be tweaked, but the franchisor as well. Franchising is a business model that has been around for a long time, but it's not always done right. Franchising is a business model that has been around for a long time, but it's not always done right. Franchising is a business model that has been around for a long time, but it's not always done right.

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Franchising could extend to skyscraper windows as well

Global Franchise is a leading franchise directory and news source. It provides information on various franchise opportunities and industry trends. Franchising is a business model that has been around for a long time, but it's not always done right. Franchising is a business model that has been around for a long time, but it's not always done right.

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No need to get hot under the collar

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Global franchises no longer have it easy

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ALYSIS
CUT-AND-PASTE NEVER WORKS IN UAE RETAIL

Domestic franchising comes into its own in UAE. Franchising is a business model that has been around for a long time, but it's not always done right. Franchising is a business model that has been around for a long time, but it's not always done right. Franchising is a business model that has been around for a long time, but it's not always done right.

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High time franchise deals got a makeover

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Breaking through the sea of negativity in business

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The dos and don'ts of expanding to the UAE

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Worldly Wise
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Middle East fights back

Domestic brands in the Arabian Gulf have become worthy competitors to overseas franchisors, says Sanjay Duggal. Franchising is a business model that has been around for a long time, but it's not always done right.

Worldly Wise
BY SANJAY DUGGAL
Dream of owning a restaurant in Dubai? Be sure to temper your enthusiasm with caution.

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Why food franchising deals can leave such a bad taste

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Op-Ed: Open Letter to International Food Franchisors

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A UAE-based specialist shares his views on the franchisee relationship from the perspective of a Gulf-based investor.

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