

VISHNU PRASAD

BUSINESS DEVELOPMENT MANAGER

AL KARAMA , DUBAI , UNITED ARAB EMIRATES

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SUMMARY

I HAVE 7 YEARS OF EXPERIENCE WITH A PROVEN TRACK RECORD OF SUCCESSFULLY IDENTIFYING AND PURSUING NEW BUSINESS OPPORTUNITIES THAT DRIVE GROWTH AND PROFITABILITY. I HAVE A DEEP UNDERSTANDING OF MARKET TRENDS, CUSTOMER NEEDS AND COMPETITIVE LANDSCAPE, AND HAVE DEVELOPED STRATEGIC PLANS THAT HAVE RESULTED IN SUCCESSFUL PROJECT IMPLEMENTATIONS AND STRONG CLIENT RELATIONSHIPS.

CAREER

FUNDERMAX GMBH (MAX SURFACES LLC)

SHARJAH

MAY 2022
– TILL DATE

BUSINESS DEVELOPMENT MANAGER

- CREATING DEVELOPMENT PLANS AND FORECASTING SALES TARGETS AND GROWTH PROJECTIONS
- IDENTIFYING MARKET OPPORTUNITIES THROUGH MEETINGS, NETWORKING AND OTHER CHANNELS
- MEETING EXISTING AND POTENTIAL CLIENTS AND BUILDING POSITIVE RELATIONSHIPS
- PREPARING FINANCIAL PROJECTIONS AND SALES TARGETS
- ATTENDING EVENTS SUCH AS EXHIBITIONS AND CONFERENCES
- PREPARING SALES PRESENTATIONS AND PARTICIPATING IN SALES MEETINGS
- PRODUCING REPORTS FOR MANAGEMENT
- WORKING IN A CLIENT'S BUSINESS OR IN AN OFFICE.

ARENCO - A A AL MOOSA ENTERPRISES (DFMC)

DUBAI

OCTOBER 2018
– APRIL 2022

SENIOR BUSINESS DEVELOPMENT EXECUTIVE

- DEMONSTRATING AND PRESENTING PRODUCTS.
- NEGOTIATING CONTRACTS AND PACKAGES.
- ATTENDING TRADE EXHIBITIONS, CONFERENCES AND MEETINGS.
- HANDLING 5-STAR HOTEL PROJECTS.
- ESTABLISHING BUSINESS BY ADDING NEW CLIENTS.
- PREPARES SALES ENGINEERING REPORTS BY COLLECTING, ANALYSING, AND SUMMARIZING SALES INFORMATION AND APPLICATION TRENDS.
- REVIEWING SALES PERFORMANCE

MAJOR PROJECTS HANDLED

- MARRIOTT HARBOUR , DUBAI - REFURBISHMENT
- SEVEN TIDES INTERNATIONALS – WORLD ISLAND PROJECT
- STAYBRIDGE SUITES AND HOTEL APARTMENTS , DUBAI – REFURBISHMENT.
- HILTON , CONGO – NEW PROJECT

EXPERTISE

BUSINESS INTELLIGENCE

PROJECT MANAGEMENT

NEGOTIATION AND
PERSUASION

RESEARCH AND STRATEGY

COMMUNICATION AND
INTERPERSONAL SKILL

COLLABORATION SKILL

COMPUTER SKILLS

PLATFORM: WINDOWS 7, 10, XP,
VISTA

APPLICATION : MS OFFICE,
PHOTOSHOP

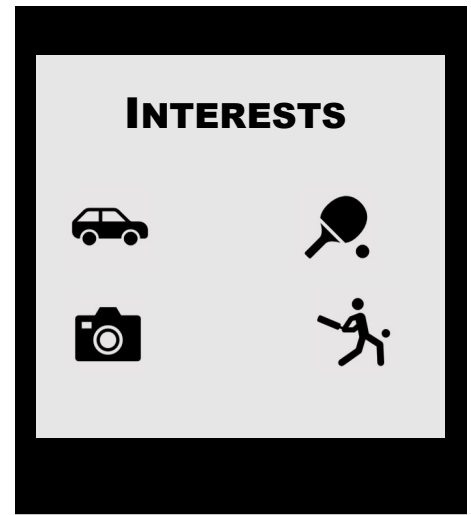
OTHERS : ABODE PACKAGE

**INNOVATIONS GROUP (CORPORATE ACCOUNTS)
DUBAI**

MARCH 2016
– AUGUST 2018

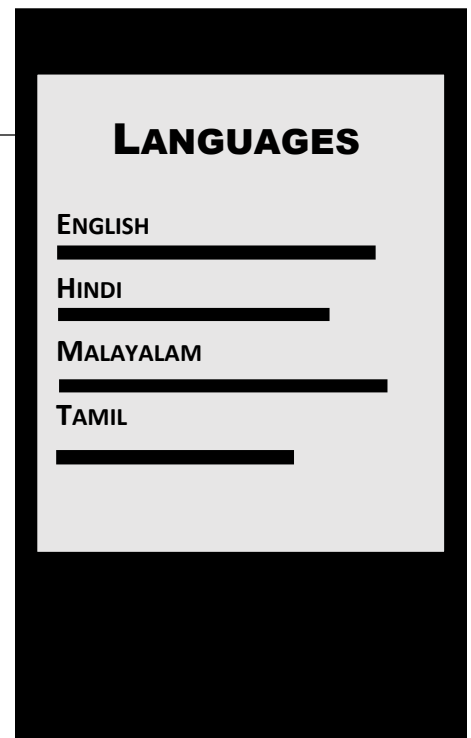
COMMERCIAL ADVISOR

- DEMONSTRATING AND PRESENTING PRODUCTS.
- MOTIVATING TEAM MEMBERS TO ACHIEVE TARGETS BY PROVIDING PROPER FEEDBACK AND BUSINESS STRATEGIES
- RELATIONSHIP MANAGEMENT WITH CUSTOMERS AND AFTER SALES SERVICE.
- GIVE BETTER KNOWLEDGE TO THE CUSTOMER ABOUT THE PRODUCT AND CLOSE THE DEAL.
- MAINTAIN DAILY SALES MIS.
- HANDLED MULTIPLE PRODUCTS
- ANALYSE APPLICANTS' FINANCIAL STATUS AND CREDIT TO DETERMINE FEASIBILITY OF GRANTING LOANS.
- HOLD THE CREDIT OF REPRESENTING THE ORGANIZATION AT DIFFERENT VENUES.



 **EDUCATION**

ENGINEERING –AIRCRAFT MAINTENANCE (MECHANICAL) REGIONAL INSTITUTE OF ENGINEERING/AVIATION	2011-2014
HIGHER SECONDARY BOARD OF HIGHER SECONDARY EXAMINATIONS, KERALA	2011
SECONDARY BOARD OF PUBLIC EXAMINATIONS, KERALA	2009



 **PERSONAL DETAILS**

DATE OF BIRTH : 20/07/1993

NATIONALITY : INDIAN

MARITAL STATUS : MARRIED

VISA STATUS : EMPLOYMENT

DRIVING LICENSE : UAE DRIVERS LICENSE VALID TILL 2025.

 **DECLARATION**

I HEREBY DECLARE THAT THE ABOVE-GIVEN INFORMATION IS TRUE TO THE BEST OF MY KNOWLEDGE.

PLACE : DUBAI

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