**Prakash**

**Prakash.375312@2freemail.com** ****

**SALES – BUSINESS DEVELOPMENT PROFESSIONAL - INDIA**

**Birth Date :** 04th April, 1966

**Present Location** **:**Ahmedabad

**PROFILE :**

Well experienced Sales and Business Developement Professional. With more than 2 and half decadesproven success in organising task and increasing & multiplying business.

**OBJECTIVE:**

An experienced and motivated Business Development - wealth manager, possess right skill sets needed to ensure targets are achieved within timeframe. Organised, ambitious and able to build profitable relationship with customers and key decision makers, senior-level management with responsibility, excellent business management skills. Can build up rapport easily, open up clients, find out exactly what they need and then present them with a wide range of services, products and solutions.

**EDUCATION:**

B.Com. from Gujarat University, Ahmedabad (June 1987)

**LANGUAGE:**

English - Excellent reading writing and speaking

Hindi - Excellent reading writing and speaking

Gujarati - Excellent reading writing and speaking

Marathi - Very good reading and speaking

**SPECIALISED SKILLS:**

* Superb interpersonal and communication skill.
* Multi- tasking is core competency with proficiency in organizing and managing different and multiple tasks.
* Very good knowledge of handling administration dept. / team and documentation.
* Through insights in overseeing stock levels and ordering supplies.
* Skilled in cost controlling and keeps account of financial records.
* Expert in assigning duties and scheduling shift.
* Ability to training and supervising staff.
* Excellent relationship development and maintaining skill.
* Comfortable in interacting with people at any level of business and in external agencies for ensuring smooth operations of the organization. Understanding a client’s needs and issues from a business point of view.
* Able to work independently in a fast paced and rapidly changing environment. Build business in new markets and areas. Can identify threats as well as opportunities. Developing and motivating teams to do better.

**PROFESSIONAL EXPERIENCE:**

**Time Cinemas & Entertainment Pvt. – December - 2016**

Joined as Cinema Manager with Time Cinema – Ahmedabad from Dec. 2016

**RESPONSIBILITY & JOB PROFILE:**

Successfully handling entire administration of Cinema of morning shift in addition to day to day operation, liasoning with Govt. Office, client relationship and sales and marketing for advertisement. Managing a team of 30+ people. PR, Customer relation, staff training and motivation, food counter management, vendor relation are the manor part of my profile.

**Finbiz Services Pvt. Ltd : Since October 2015 – May 2016**

Joined as a Regional Head – Sales & Marketing; with Finbiz Services Pvt. Ltd. Finbiz is an IT company provide tailor made solutions. Company has launch Health Apps. Health Services related platform.

**RESPONSIBILITY & JOB PROFILE:**

I have to contact Doctors, Medical Stores, Health Services provider like Dietitian, Physiotherapist, Physical Trainer, Yoga Instructor & Nurses. I have to describe about the features of the apps I have to give presentation of the apps. Discuss about the business and potential benefit of listing on the apps, and advantage of listing and services from Finbiz in the future being pioneer registered service provider.

**OM JEWELS: December 2012 till March 2015**

Working as a General Manager - Business Development (Sales & Marketing) with Om Jewels from December 2012, The Company was manufacturer & whole seller of Silver & Gold plated idols, artifacts and home decor items. I was responsible for the sales and marketing of the company. I was handling a team of six salesmen and one sales manager who were reporting to me. We were catering high end jewellers all across India.

**RESPONSIBILITY & JOB PROFILE:**

Join as General Manager – Buisness Dvelopment - B2B ( Sales & Marketing). Travelliong across India for the Sales and Exhibition of the products.To develop relationship with new clients and new markets for increase the revenue for the establiesh our presence was major responsibility. Have to work towards growth of the organisation and work out relavent strategy for the same.

**Universal Commodity Exchange Ltd (UCX): Since July, 2011 till July 2012:**

Working as a Sr. Manager - Business Development with Universal Commodity ExchangeSince July 2011, The Company is upcoming new commodity exchange aim to provide trading platform for multi commodity in the country. Company intent to provide wide range of multi commodity future contracts like Bullion, Agri, Metal and Energy for trading.

**RESPONSIBILITY &JOB PROFILE:**

Join as Sr. Manager – Business Development. New member aquisition and run the drive to enroll them in specific category and region. Also have to develop relationship with members of exisiting members of the exchange and brokers to get the business volume from market participent on the Exchange platform by discplined growth strategy.

**MARCH 1988 T0 JANUARY 2011**

 **FCH Centrum Wealth Managers Ltd: December 2007 – Jan. 2011**

**{Subsidiary of FCH Ltd & Centrum Capital Ltd}**

**Brics Securities Ltd: December 2006 – December 2007**

**Edelweiss Securities Pvt. Ltd: December 2003 – December 2006**

Worked as a Sr. Manager - Business Development with Edelweiss Securitees Pvt. Ltd, Brics Securities Ltd & FCH Centrum Wealth Managers Ltd.

**Maheshwari Stock broking Pvt. Ltd / H.T. Nanavaty Securities Pvt. Ltd / Authorised Agent of LIC of India November 1997 – December 2006**

Worked as an Arbitrager with Maheshwari Stockbroking Pvt Ltd, & H T Nanavaty Securities Pvt Ltd, Mumbai, Member of The Stock Exchange Mumbai (BSE) & National Stock Exchange.

Worked as authorised agent of LIC of India with Br. 89- H, Goregaon – West, Mumbai. (1998 – 2006)

**Eagle Star International Life : July 1997 – September 1997**

Worked as an Worked as an Authorized Financial Consultant in Eagle Star International Life,

Sharjah (U.A.E) (Subsidiary of British American Financial Services part of B.A.T - UK)

**Asit C Mehta Inv. Intermediates Ltd: October 1996 - June 1997**

Worked as a Manager (Equity Dealings) in Asit C Mehta Inv. Intermediates Ltd. Mumbai

**Indsec Share and Stockbroking Ltd: September 1995 - September 1996**

**(**Subsidiary of ESSAR Group)

Worked as a Manager (Equity Dealings) in Indsec Share and Stockbroking Ltd; Mumbai.

 **The Stock Exchange, Mumbai (BSE) - March 1988 – August 1995**

Worked as an office Assistant in the Market Operations Department of The Stock Exchange, Mumbai (BSE)

Started as an Office Assistant with BSE - Market Operation Dept. for 7 years I closely workes with various commitees and learn baiscs of stock broking dealing, operations and settlement process.

Execution of trade in ODIN, servicing HNI, Corpotates & Institutional clients was the major profile.

Business Development, RMS, NBFC funding Risk Management, Branch and Franchisees aquisition and suppot. As a Wealth Manager we were offering various investment options like Insurance, Real Estate – Residential & Commericial, Mutual Funds in addition to Equities, Derivatives & Commodities.

One Single point contact person at HO for the Branches and Franchisees for any kind of support and sulution require for business. I was interact with all dept. like HR & Admin, in addition to mid office, dealing, Risk, operations & accounts and Compliance.

**OTHER INTEREST:**

Meeting people amking friends, Listening to Music, Current Affair & Travelling, Cricket, Tennis

**Thanks**