**Prakash**

 ***Area of Expertise 1-Sales & Marketing***

 ***2-Planning & Strategy Making***

**Email:** **prakash.379429@2freemail.com**

**Career Summary**

Dedicated Marketing skills with almost 19 years of proven record of accomplishment in assisting a full spectrum of marketing with an exposure to well reputed organizations professional, result oriented and effective in delivering the assigned services consistently promoted to positions of increased responsibility and play a positive role in the success of the organizational goals.

**Personal Motivation**

To become an integral part of an organization where acquired professional experience, conceptual, technical and analytical skills and education can be utilized toward continued growth and advancement and developing my professional skills to the best with the help of my seniors.

**Work Experience**

**Since March 2005with Prestige Trading LLC, Dubai**

**Business Development Excecutive**

* Ability to organize, manage and perform

events& projects independently and

in groups.

* Training Newly Hired Team
* Achieving Monthly Targets
* Personal Targets and Team Targets
* Supervising, Monitoring and Managing Work Load
* Supervision of Daily Routine Meetings
* Build relationship with customers
* Supervise Taskforce operations
* Creating Needs and Wants in Meeting.
* Provide Quality Customer Service to all our customers.
* Organizing sales meetings and conferences.
* Adapt at opening new accounts with challenging customers in fast paced environments.
* Consensus builder and skilled negotiator with the ability to build and maintain excellent relationships over a long sales cycles.
* Able to make rapid assessments and quickly revise tactics to ensure progress and good achievement.
* Ability to perform well on both independent contributor and team member.

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**Personal Information:**

**Date of Birth : 12.03.1972**

**Nationality : Indian**

**Current Address : Dubai, Uae**

**Driving License : U.A.E Driving License**

**Visa Status : Employment**

**Professional Contributions/ Achievements**

Assisted in organization marketing, planning and strategies related systems and mechanisms, Organized and facilitated tr ainings, hand on experience in data collection (employ surveys) and analysis.

**Core Professional Skills**:

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| Good sales and marketing skills.Ability to organize trainings Organized and attentive to detailsDynamic oral, writing, interpersonal and Presentation skills.Problem solving with strong analytical skillsAs worked in a challenging environment.Effective Public Relations and Public Speaking Skills.Ability to work in a multi-cultural environment, establish harmonious and effectiveworking relationships both within and outside the organization.Result driven, Committed, Patient and Energetic.Computer Literacy: Internet surfing, andgood grip on MS office, Databases, OutlookLanguages: Fluency in English, Hindi,Malayalam. |

 **Feb 2000 – 2005**

 **M/S. MARK INDIA COSMED PVT LTD, Delhi.**

**Area Manager**

* Provide Quality Customer Service to all our customers mainly Doctors, Institutions.
* Supervising the activities of junior employees.
* Having very good interaction with super stockist, Distributors and retail outlets to promote the products and achieve the targets.
* Organizing sales meetings and conferences for doctors.

***Sales Initiatives:***

* + Performed as a link between pharmaceutical company and doctors, pharmacists and hospital teams – Was constantly present at medical presentations to ensure thorough knowledge/awareness regarding latest/new medical products on the healthcare market.
	+ Specialized in hands-on knowledge/experience in scores of medicine/medical devices and addressed medical professionals’ questions convincingly.
	+ Worked independently and as a team to generate professional meetings with health-care professionals in order to sell medicinal products.
	+ Set up conferences and seminars for doctors, medical staff and professionals so that this information could be relayed optimally
	+ Promoted and presented company’s pharmaceutical/medical-device products at hospitals, clinics and pharmacies.

***Sales Market Research:***

* Analyzed and carried out market research to come up with innovative methods to generate greater sales.
* Kept up-to-date with competitors’ products and sales actions.

**Duties**

* Identifying new patients and clients who could benefit from the company’s products, services or therapy.
* Arranging appointments with doctors and key medical staff.
* Managing the introduction of new technologies into the sales process.
* Answering any customer objections in a clear and professional manner.
* Travelling throughout a territory to service existing clinical accounts.
* Implementing marketing initiatives
* Following up on new leads and referrals.
* Calling on hospitals and physician offices to broaden the customer base.
* Making sales calls.
* Monitoring competitor activities.
* Documenting all sales activities appropriately.
* Analysing and prioritizing business opportunities.
* Utilising customer education tools, programs and presentations to drum up sales.
* Delivering effective sales presentations backed up by data.
* Carrying out all sales related administrative tasks

**1994 – 2000 M/S. BALIGA LIGHTING EQUIPMENTS (P) LTD**

**Sales Co-coordinator**

* Looking after all quotation follow up, pre and past order correspondence with the clients payment and ‘C” form follow up and also collecting information about the competitors and new developments in the market
* Coordinate sales team by managing schedules, filing important documents and communicating relevant information
* Ensure the adequacy of sales-related equipment or material
* Respond to complaints from customers and give after-sales support when requested
* Store and sort financial and non-financial data in electronic form and present reports

**EDUCATIONAL QUALIFICATION:**

* **BSC CHEMISTRY Passed with First Division**

**(M.G UNIVERSITY, Kerala)**

* **Diploma in Export /Import Management**

**(Indian Institute of Export Management, Banglore)**

* **Diploma In Marketing Management**

**Strength**

* **Having very good knowledge ofU.A.E Market& Customers**
* **Leadership and motivational skills**
* **Creativity to come up with marketing campaigns**
* **Excellent communication skills**
* **Budgeting skills**

*I hereby confirm that all the above given information are true and I am Liable to produce all the documents in original on demand.*