** C**URRICULUM **V**ITAE

**PRASAN**

**DUBAI U A E**

**Email:** prasan.382560@2freemail.com

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**OBJECTIVE**

***Seeking a challenging position in a Reputable Organization offering growth potential and Responsibilities in a growth oriented concern, where I can utilize my skills and personal capabilities and grow up with organization.***

**PROFESSO** **NAL SYNOPSIS**

* ***Highly talented Sales & Operations Management professional of progressive experience serving World’s Leading Companies from FOREIGN EXCHANGE INDUSTRY in India .Career advancement with solid track record promotions for outstanding performance with proven ability to increase market share, cut perform completion and increase profits. Recognized as a top performer consistently achieving annual financial goals.***

**PROFESSONAL SYNOPSIS**

* ***Operation Management***
* ***Relation Ship Management***
* ***Crisis Management /Risk Management***
* ***Team Building /Training***
* ***Customer Service Management***
* ***Sales & Marketing Management Co.***
* ***Staff Development and Employee Relations***
* ***Profitability Improvements***
* ***Regulatory Compliance***
* ***System Policies Producers Development & Implementations***

**EDUCATION QUALIFICATION**

* Bachelor in Arts – (Subject – Mathematics)- BERHAMPUR UNIVERSITY(Orissa)

**AWARDS /\RECOGNITION**

* **Received National Sales Awards From R. R. Sen Co. (I) Pvt Ltd.**

**COMPUTER KNOWLDGE**

* Ms.-Office (Word,Excel,Power Point,)Outlook Express

**WORK HISTORY**

* **L.C .RAHEJA(12/03/1998 TO 31/07/1999)**

**FOREX Executive- Mumbai India.**

Key Strategic Accomplishment – I was Part of sales team & under guidance of senior People I Have Successfully developed and closed the deals with range of Blue Chip Companies and reputed Travel Agent in the Industry. I was entrusted with the task of coordinating and arranging for the group tour division clienteles Foreign exchange Department. With a Great deal of Initiative and Immaculate inter Department Coordination, we were successful in achieving good result in this area. The Branch achieved success by adding new clients and retaining the existing corporate clients and by Soliciting untapped corporate and high network individual clients in the suburban areas. I was reporting to Vice President of the Company.

* **Nucleus Securities Ltd.(11th OCT .1999 TO 8TH MARCH 2002)**

**ASSISTANT MANAGER MUMBAI INDIA.**

**Key Strategic Accomplishment-**

I have successfully developed and deals with range of Blue Chip Companies and Reputed Travel Agents in the Industry in the Industry .I was entrusted with the task of coordinating for the group tour division Clients Forging exchange department. , With a great of initiative and immaculate inter departmental coordination, we are successful in achieving good result in this Foreign Exchange Area.

The Branch Operation People archived success by adding new Clientele and retaining the existing cooperate & Travel Agent. I was reporting to Regional Manager of the Company.

* **Wall Street Finance Ltd.(House Patel Roadways)( 28/02/2003 TO 07/02/2006)**

**Deputy Manager – Mumbai, India**

**Key Strategic Accomplishment**

I have successfully developed and closed the deals with range of Blue chip companies and reputed Travel Agents Industry. I was entrusted with the task of coordinating and arranging for the group tour Clients Foreign exchange department. With a Great deal of Imitative and immaculate inter departmental coordination, we are successful in achieving good result in this area. The Branch achieved success by adding new Clientele and retaining the existing cooperate clients and by soliciting untapped cooperate and high network individual clients in the suburban area. The Company put me to handle operation work in connection of develop new segment like in ward remittance Business like Western Union Money Transfer as Well as Money Changing witness to Recruit more Travel Agent to Generate More Revenue for the Company. Was Reporting to the Regional Manager Of the Company.

* **Inter National Currency Exchange(I) Pvt Ltd.(20th Feb 2006 TO 03/07/2007)(Head Office London,)**

**Manager – Business Development) Mumbai, India.**

**Key Result Areas**

I am directly reporting to the Director of the Company. I have achieved outstanding results on monthly basis. Thereby earning distinction for myself and the management has applauded the same.

Developed company Branch operating objectives and Strategies in accordance with overall corporate business plan .Directed and coordinated the activities of company’s business units, so that their activities are carried out in an integrated manner consistent with overall goals and objectives.

* **R.R.SEN & BROS (I) PVT LTD(4 JULY2007 TO 27/06/2008)**

**Branch Manager, Mumbai, India**

**Key Strategic Accomplishment**

* Full Responsibility for the commercial management of the Branch Operations including Strategic & tactical ,planning ,Finacial,Sales & marketing ,new business development ,operations ,human resources and administration P& L performance functions.
* Directed responsibilities for achieving Revenue Budget set and agreed with the Management Including profitability forecast including the preparation and implementations of annual operational plan with business management.
* Developed Company’s Branch operating objectives, and strategies in accordance with overall cooperate business plan. Directed and coordinated the activities of company’s business units. So that their activities are carried out in integrated manner consistent with overall goals and objectives.
* **PHEROZEFRAMRROZE & CO PVT RD (5TH SEP 2008 TO 10TH OCT 2011)**

**Manager – Business Development Mumbai, India**

**Key Strategic Accomplishment**

I have successfully developed and closed the deals with range of Blue Chip companies and reputed Travel Agent in the industry. I was entrusted with the task of coordinating and arranging for the group for tour division clientless Foreign Exchange department. With great deal of initiative and immaculate inter departmental coordination. we were successful in achieving good result in this area . The branch achieved success by adding new clientele and retaining the existing corporate clients and by soliciting untapped cooperate and high network individual clients in the suburban areas. The Company put me to develop new segment like out ward remittance a business generate more revenue for the company. I was reporting to Regional Manager of the Company.

* **MUTHOOT FINANCE LTD.(11 NOV 2011 TO 17 DEC 2013)**

**Branch Manager, Mumbai, India**

**Key Strategic Accomplishment**

Directed the development and implementation of marketing plans, and sales targets by marketing and sales staffs. And monitored regularly to ensure that objectives are being met and that any remedial actions are initiated.

* Promoted the services of the company through cooperate Customers /IATA Agents /Tour Operators /Franchises –Agents/Banks.
* Represented the company in important external business relationship with client government, and the public so that the company’s image is reflected in a positive manner and where such contacts and critical to the achievements of objectives.
* Established accountability and authority limits for subordinate managers and monitored their performance in the execution of operating plans, and organizational objectives taking corrective action where wanted.
* Reporting C.E.O.
* **GOGRI FOREX (I)PVT LTD (Since 11 JAN 2013 TO 10TH JULY 2018)**

**Branch Head Mumbai, India.**

**Key Strategic Accomplishment**

I have successfully developed and closed the deals with range of Blue Chip companies and reputed Travel Agents in the Industry .I vias entrusted with the task of coordinating and arranging for the group tour division Clienteles Foreign Exchange department.

* Full Responsibility for the commercial management of the Branch Operations including Strategic & tactical ,planning ,Finacial,Sales & marketing ,new business development ,operations ,human resources and administration P& L performance functions.
* Directed responsibilities for achieving Revenue Budget set and agreed with the Management Including profitability forecast including the preparation and implementations of annual operational plan with business management.
* Developed Company’s Branch operating objectives, and strategies in accordance with overall cooperate business plan. Directed and coordinated the activities of company’s business units. So that their activities are carried out in integrated manner consistent with overall goals and objectives

**LANGUAGE KNOWN**

* English
* Hindi
* Oriya

**PERSONAL DATA**

*Gender : Male*

*Date of Birth : 01/08/1967*

*Citizenship : Indian*

*Status : Married*

**PASSPORT DETAIL**

*Date of Expiry : 13/09/2022*

*Visa Status : Visit Visa*

**DECLARATION**

I hereby declare that the above mentioned information is true and correct to the best of my knowledge and believe.