

# prateek khare

CoFounder & CEO @ Bizician Tech Solutions Pvt. Ltd.

prateek300588@gmail.com

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## Experience

### **Co-Founder at Bizician Tech Solutions Pvt. Ltd.**

April 2013 - Present (1 year 6 months)

Collaborations, Team / Culture Development, Market Analysis, Finances. I have also been instrumental in conceptualization of the products that we have to offer.

We strive towards invoking aspirations and harnessing potential thereby fostering growth of individual, organization and economy. With a roll-out planned in near future, we hope to continually realize our purpose.

### **Asst. Manager- Sales and Marketing at Godrej & Boyce Mfg. co. Ltd.**

July 2010 - April 2013 (2 years 10 months)

I have been working in International Marketing for the past two years especially for the European & CIS countries' EPC clientele and End users from Oil and Gas, Petrochemical, chemical, fertilizers & power sectors. I have utilized and honed my interpersonal, communication, presentation, relationship building and analytical skills to milk business from existing as well as virgin markets. Project tracking, customer audits and qualifications, inquiry generation, pricing strategy and bids / tenders submission, techno-commercial negotiation and subsequent order booking along with commercial post order activities have been the key features of my work profile.

Interests:

Management information systems

CRM

EPM / Web based solutions

Business analytics

Decision making

Market research / Market intelligence

Organizational Modeling

Key drivers in International trade

Entrepreneurial view

Event Management

Information Sharing

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## Skills & Expertise

### **Market Research**

**Team Management**  
**Key Account Management**  
**Negotiation**  
**Procurement**  
**Product Development**  
**Engineering**  
**Microsoft Office**  
**Entrepreneurship**  
**Market Analysis**  
**Business Development**  
**Sales Management**  
**New Business Development**  
**Business Strategy**  
**Business Planning**  
**Competitive Analysis**  
**CRM**  
**Product Management**

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## Education

### **Padmashree Dr D. Y. Patil Vidyapeeth- University of Pune**

Bachelor of Engineering, Mechanical, 2006 - 2010

Activities and Societies: Overall Coordinator for Phoenix - The E-cell of DY Patil College of Engineering. Launched the first newsletter The Business Beacon as the overall coordinator. Organised the E-week under the banner of NEN.

Organised several social, cultural events and workshops during college as Director for Rotaract Club

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## Interests

music - classic, psychedelic rock, fusion; collecting/sharing information; travelling

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[Contact prateek on LinkedIn](#)