**PURUSHOTTAM PRASAD**

**Mobile:** +91- 8447527764;

**E-Mail:** purushottamprasad1806@gmail.com

***Seeking assignments in Business Development activities for International Market for Web based services and Mobile Applications.***

**Professional Profile**

* A result oriented marketing professional with **over 10 years** of qualitative experience including Sales & Marketing, Business Development, Channel Management, Key Account Management, and Team Management.
* Demonstrated abilities in implementing strategies for augmenting business, identifying and penetrating new market segments, promoting products.
* Proficient in cementing healthy relationship with clients for generating first time and repeat business
* An effective communicator with excellent relationship building & interpersonal skills. Possess a flexible & detail oriented attitude.
* An efficient analyst for the projects in the fields **of Web design & development , E-commerce portals, mobile application, desktop application, online promotion, Reputation Management**
* Proficient in understanding requirement and documenting the same for further process.
* Client Relationship Management, Project Analysis, Proposal Drafting and Making Reports for the Project Progress.

**Education**

**MBA (International Business & Marketing) -** Balaji Institute for International Business (BIIB), Pune **in 2007**

**BA Economics (H) -**  Magadh University in **2003**

**Intermediate (10+2) - B.I.E.C , Patna 1999**

**!0th -**  C.B.S.E, Delhi 1996

 **Career Scan**

**Rampre technologies PVT LTD , Dwarka 20th SEP 2014 - April- 2016**

**Manager Business Development ,**

**Major Responsibilities:**

* Handling business development process for Web based solutions and mobile application development for international market (Australia, Uk, USA,Singapore, ).
* Gathering high level requirement information from client through email, voice call and video conferencing through skype
* Analyzing client business requirements to the core
* Creating response to RFP according to project specification
* Communicating with client for understanding the exact requirement and suggesting solutions to it
* Participated in groundwork of Project plans like the front interface and admin interface.
* Interface in between client and development team regarding updates
* Coordination with technical team for effort estimation.
* Post sale services like Account Management etc in order to have repeat business from client

**TRIGNOSOFT Solutions, Noida 10th Feb 2014 – 19th SEP 2014**

**Manager Business Development ,**

**Major Responsibilities:**

* Handling business development process for Web based solutions and mobile application development for international market (Australia, Uk, USA,Singapore, Middle East,).
* Gathering high level requirement information from client through email, voice call and video conferencing through skype
* Analyzing client business requirements to the core
* Creating response to RFP according to project specification
* Communicating with client for understanding the exact requirement and suggesting solutions to it
* Participated in groundwork of Project plans like the front interface and admin interface.
* Interface in between client and development team regarding updates
* Coordination with technical team for effort estimation.
* Post sale services like Account Management etc in order to have repeat business from client

**Shah Deep International Business Solutions LTD , Noida 22nd Jul 2013 – 21st Jan 2014**

**Manager Business Development ,**

**Major Responsibilities:**

* Handling business development process for Web based solutions and mobile application development for international market (Australia, Uk, USA,).
* Gathering high level requirement information from client through email, voice call and video conferencing through skype
* Analyzing client business requirements to the core
* Creating response to RFP according to project specification
* Communicating with client for understanding the exact requirement and suggesting solutions to it
* Participated in groundwork of Project plans like the front interface and admin interface.
* Interface in between client and development team regarding updates
* Coordination with technical team for effort estimation.
* Post sale services like Account Management etc in order to have repeat business from client

**Technologus consultancy pvt ltd, Noida Sep 2010 - 18th Jul 2013**

**Business Development Manager,**

**Major Responsibilities:**

* Handling business development process for Web based solutions and online promotions for international market.
* Analyzing customer’s requirements and suggesting them for best possible solution as per the requirement.
* Acquiring new clients through email marketing and bidding.
* Coordination with technical team for effort estimation.
* Making Scope of work and Proposal.
* Post sale services like Account Management etc

**Mittal Infosystems, Delhi (NCR) May 2007 - July 2010**

**Sr. Business Development Executive**

**Major Responsibilities:**

* Acquiring new clients through email marketing and personal meeting.
* Assisting the senior manager to understand the project detail/requirement
* Coordinating with technical team and client for smooth development of project

**MAJOR SKILLS**

**Business Development**

* Analyzing business potential, conceptualize & execute strategies to drive sales, augment turnover and achieve desired targets.
* Analyze the requirement of potential client and suggest as per the requirement

 **Client Relationship Management**

* Building and maintaining healthy business relations with clients, ensuring high customer satisfaction matrices by achieving delivery & service quality norms.
* Ensuring speedy resolution of queries & grievances to maximize client satisfaction levels.

 **Team Management**

* Managing a gamut of tasks including manpower planning and training of the team members.
* Motivating the team for achieving the target in terms of revenue and also project completion on schedule time

**Personal Vitae**

Date of Birth : 20th September 1980

Father’s Name : Mr. Ganauri Prasad Singh

Address : A-50, 1st Floor Front Side, Anoop Nagar, Uttam Nagar, New Delhi - 110059