

VIJAY LALAN PRASAD
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Mumbai - 401107
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OBJECTIVE:

To work in an organization where my knowledge, skills can be utilized to enhance the growth of the company and to achieve overall strategic goals.

Academic Credentials

| Examination | Board/University | Year | Percentage |
|-------------|-------------------------|------|------------|
| BCOM | MUMBAI UNIVERSITY | 2021 | 5.84 cgpi |
| HSC | MAHARASHTRA STATE BOARD | 2018 | 54% |
| SSC | MAHARASHTRA STATE BOARD | 2016 | 60.20% |

Other Qualification: MSCIT and Basic Computers.
Course bc Contains: Ms-Office, Word, Excel, Power Point.

Work Experience

➤ IRIS ENTERPRISES

Business Development Executive

Tenure 1 year (Jan-2020 to Jan-2021)

- Work Oversee the sales process to attract new clients.
- with senior team members to identify and manage risks.
- Maintain fruitful relationships with clients and address their needs effectively.
- Research and identify new market opportunities.
- Prepare and deliver pitches to potential clients.

➤ K12 Techno services Pvt Ltd

Business Development Associate

(march – 2022 to August 2023)

Orchids The International School, your child's second home has been Shaping Minds and touching lives. The Orchids family started in 2002 with just one school in Hyderabad. Today, 19 years down the line, it has grown to include a chain of over 40 international schools that have impacted over 30,000 young lives. Ranked as one of the top CBSE International schools in the Times School Survey, we strive to set new benchmarks in the field of education.

Setindiabiz Pvt Ltd

Relationship Manager

(August – 2023 to Till Date)

Develop a growth strategy focused both on financial gain and customer satisfaction

- Conduct research to identify new markets and customer needs
- Arrange business meetings with prospective clients
- Promote the company's products/services addressing or predicting clients' objectives
- Prepare sales contracts ensuring adherence to law-established rules and guidelines
- Keep records of sales, revenue, invoices etc.
- Provide trustworthy feedback and after-sales support
- Build long-term relationships with new and existing customers
- Manage team performance on a daily basis.

Personal Details

Name : Vijay Lalan Prasad

Date of Birth : 07th September 1998

Gender : Male

Marital Status : Single

Languages Known : English, Hindi

Hobbies : Listening music, Snookers

Assets : Optimistic Attitude, Confident, Quick Learner

Declaration:

I hereby declare that the above information furnished is true and correct up to the best of my knowledge and belief.

Place: Mumbai

VIJAY PRASAD

Date: