# Prajeet Prabhakaran

KNOWLEDGE OF

**Channel Sales** 

Supply Chain Management

Marketing

Soft Skills and Placement Training

MS Office & SPSS

*Telecom, Solar & IT services industry* 

## SKILLS

Communication & Presentation

Analytical

Attention to detail

Articulate

Taking the initiative

**Observation Skills** 

Interactive Discussions

Leadership & Teamwork

## PERSONAL DETAILS

**Permanent Address** Prabha Bhawan, Kattadi p.o, Pooyappally, Kollam 691537

Phone +91-8075690325 +91-9605206061

**Date of Birth-** 1<sup>ST</sup> September 1988

Languages Known- English, Hindi, Malayalam

Nationality - Indian

**E-mail** pprajeet@gmail.com

### I am looking for a position with your organization that can offer me an opportunity of exposure towards an environment of general management & business operations where I can effectively utilize and enhance my professional skill sets in accordance with organisational objectives.

## CONTRIBUTOR PROFILE

- A well presented, highly committed performer who when given a task, has the ability to work quickly and efficiently without asking too many questions.
- Have a proactive attitude and a strong work ethic
- Possess many transferable skills that can be used in a wide section of industries.

# ACADEMIC QUALIFICATIONS

Amrita Vishwa Vidyapeetham (Amrita School of Business, Kochi))	2013- 2015
MBA (Marketing & Operations)	7.2 CGPA
Kerala University	
(Mohandas College of Engineering & Technology)	2007 - 2011
B-Tech in Electrical & Electronics	6.05 CGPA
C.B.S.E , St John's Central School	2004-2006
AISSCE	75.2%
C.B.S.E , Mar Baselios Central School	2004
AISSE	82.8%

## WORK EXPERIENCE

# 3.5 years of work experience in Business management and development.

<u>May 2015 to July 2017</u> - worked as Assistant Manager- Mobile Broad Band (Trivandrum Zone) at Idea Cellular Pvt Ltd.

<u>September 2011 to January 2013</u>- Worked at CADD CENTRE TRAINING SERVICES PVT LTD as Business Manager.s

# INTERNSHIPS

<u>April 2013 to June 2013</u>- Worked at Anchor Electricals Pvt Ltd (Panasonic) as project intern.

I did a two months internship at Anchor Electricals Pvt Ltd to understand and analyze the market for concept selling of the HIT Solar Modules by Panasonic. A research was conducted across Kerala among the dealers, Chief Engineers, Purchase Managers to understand the acceptability of the product.

PERSONAL INTERESTS	ACHIEVEMENTS
Travelling	• Past Marketing project award (academic) for internship
Thinking	<ul> <li>Best Marketing project award (academic) for internship.</li> <li>Suggessfully submitted master thesis on the tonic "Whather Indian start ung</li> </ul>
	• Successfully submitted master thesis on the topic "Whether Indian start-ups should enter in Solar market or not"
Sharing ideas	Master thesis abstract acceptance for
Meeting people	<ul> <li><u>12th International Conference on Business Management (ICBM)</u> <u>conducted by Faculty of Management Studies and Commerce, University</u></li> </ul>
Basketball	of Sri Jayewardenepura, Sri Lanka.
Cricket	<ul> <li>Second International Conference on Advances in Information Processing and Communication Technology - IPCT 2015 conducted by IRED.</li> </ul>
Badminton	<ul> <li>Successful role upliftment to Zonal 4G Assistant manager(data) from Territory Sales Manager</li> </ul>
	• Played an active role in creating sales for Panasonic during internship.
	<ul> <li>Promoted as Technical Head on the basis of my performance.</li> </ul>
	<ul> <li>Won First prize in MIME and second prize in Hindi story writing in state level CBSE youth festival held in 2003.</li> </ul>
	• Won various prizes in arts and sports festival at school and college level.
PERSONAL TRAITS	
Quick Learner	AREAS OF RESPONSIBILITIES
Dependable	• Responsible for understanding the current trends in placements and preparing the trainers to adhere and impart those to students.
	• Statistical data analysis of placement related activities.
Motivated & Enthusiastic	• Responsible for the 4G business of Idea in the Zone assigned to me.
Strong Work Ethic	• Leading a team of 17 Sales executives.
Shong Work Line	• Was responsible for prepaid sales of Idea in an assigned territory.
Practical Thinking	• Worked as Technical Head and was responsible for leading the team consisting of about 16 members.
Innovative	• Designed various projects as part of work.
mnovunve	• Responsible for dealing with clients.
Confidence	• Supported business by conducting outdoor presentations in various educational institutions as part of marketing.
	Responsible for creating sales and brand awareness for Solar modules for Panasonic

# **ONLINE CERTIFICATIONS**

"Business Analytics and Knowledge Management" by Alison

"E- Commerce Analytics" by **Google Analytics** 

"Unique Value Proposition" by HP LIFE

"Marketing Benefits vs Features" by HP LIFE

"Social Media Marketing" by HP LIFE

## SKILLS AQUIRED WHILE STUDYING

- Accepting feedback & taking constructive criticism well.
- Able to develop and maintain good relationships with work colleagues & supervisors/managers.
- Being a positive role model for younger staff.
- Ability to produce consistently accurate work even whilst under pressure.
- Willingness to learn new things.
- Effective time management skills & able to prioritize tasks in order of importance.
- Giving guidance to juniors and constructive feedback to superiors.
- Willingness to share skills, knowledge, and expertise.
- Going the extra mile to make a difference, having the drive to lead and succeed.

## REFERENCE

To be furnished upon request.