

PRIJITH P

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PROFILE SUMMARY

Committed accounts manager with firsthand experience of **6years UAE** telecom industry seeking a challenging position.

CAREER HISTORY**Sr Executive Enterprise Sales- Du UAE
Sep2019- Present**

- Hunting customers for new prospect and arranging the meetings.
- Meeting with clients face to face to gain a full understanding of their business needs.
- Approaching new accounts and up selling on the existing base.
- Analyzed customer needs to recommend suitable products or solutions for customers.
- Executes overall sales strategy and develops compelling plan for each account with awareness on importance and strategic impact of Du Telecom.
- Follow-up and keep track of order submitted and keep the customer updated on status of order.
- Maximize opportunities to build, maintain and manage pipeline.

Account Manager (Indirect Managed Accounts)- Etisalat**May 2017- Aug 2019**

- Focusing on growing and developing existing clients, together with generating new business.
- maintain relationships with clients by recommending solutions, providing support information and guidance.
- Promote and sell suitable Etisalat products and services to existing and potential clients through a relationship-based approach according to their needs.
- Expanding the relationships with existing customers by continuously proposing solutions that meet their objectives.
- Managing processes by adopting company's policies, utilizing CRM systems and adhering to sales process.

Sales coordinator- Inzpire Technology LLC

May 2016- 23 Feb 2017

- Cold-calling in order to create interest in products and services, generate new business leads and arrange meetings.
- Identifying and developing new business through networking and courtesy and follow-up calls.
- Advising on software features and how they can be applied to assist in a variety of contexts such as accounting, manufacturing or other specialist areas.
- Managing workload in order to organize and prioritize daily and weekly goals contributing to team or progress meetings to update and inform colleagues.

Academic counselor – Genius Training Institute LLC

December2014- March2016


- Involved in promoting university degree and PHD programs to working professionals.
- Ensuring all tasks individually done timely including timely response to students, pre-sales queries to students etc.
- Suggest program to the clients as counselor to best suited in their career enhancement as on individual and corporate level.
- Scheduling meetings with prospects in order to do the registrations with programs.

Business Development Executive -TVS InfoTech Pvt LTD

June 2013- April 2014

- Involved in Identifying new business opportunities for the company to fetch clients who are in need of the ERP(SAP) & Business Analytic.
- Manage business development operations.
- Look for strategic engagement, whereby both the companies have the opportunity to leverage their strengths jointly and offer quality service to the clients.
- Working closely with the regional sales manager, to identify the right business for the company.

ACADEMIC QUALIFICATIONS

 MBA (Marketing And Finance), Hindustan Business School , India.

PERSONAL DETAILS

Nationality	:Indian
Date of Birth	:16.11.1989
Languages Known	:English, Hindi, Malayalam & Tamil