PRASAD P DHOTRE

Address: Ramdas chowk Near Kurla depo, Mob No:9860734478

H.no:621, Nr. Hunuman mandir, Birth:4/5/1989

kurla -w- Mumbai

Email id: [dhotre\_prasad@yahoo.in](mailto:dhotre_prasad@yahoo.in)

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Current Working Profile:Oct 2012 to Feb 2014 Worked with Next Gen Publishing As Account Manager. Generating Revenue for Company Through Advertisement And Event Selling, Dealing With The Events and Exhibitions Of The Company For Activity, Generating New Cooperate Clients Of The Company and Taking Care Of Existing Clients.

Academic Qualification :

|  |  |  |  |
| --- | --- | --- | --- |
| Degree / Diploma | Name of the Institute or university | Year of Passing | Class |
| ssc | Mumbai University | 2004 | First Class |
| HSC | Mumbai University | 2006 | First Class |
| Information Technology | CBM | 2007 | First Class |
| Financial Market | NSE | 2008. | Second class |
| Bachelor Of Management Studies. | Mumbai University | 2009 | First Class |
| Post Graduate Diploma in Event Management and Public Relation | Event Management Development Institute | 2011 | First class |

Work experience:

|  |  |  |
| --- | --- | --- |
| COMPANY | PROFILE | DURATION |
| Next Gen | Account Manger/Client  Servicing. | 1 Year 3 months (working) Oct 2012- present date |
| D KARMALI | BDE Executive | 1 Year (july2011-aug 2012) |
| Box Office India | Client Servicing | Internship |
| Adventity | CSE | 6 Months |

Client Relationship Management:

      Ensuring high quality services, resulting in customer satisfaction and optimum resource utilization for maximum service quality.

   Ensuring maximum customer satisfaction by closely interacting with potential clients & understand their requirements and customizing the product and services accordingly.

Key Account Management:

Interfacing with key clients for mapping requirements, making presentations and delivering need based product solutions.  
Maintaining excellent relations with clients to generate avenues for additional business*.*

Other key performance:

Negotiated with customers and clients on behalf of firm.

Directed all meetings and produced presentations for clients.

Job Profile Expertise:

\* Handling Advertising (Space Selling) & Events Of the company.

\*Handling Corporate Sales. Dealing with Corporate Companies.

\* Making The List Customers & Clients for Company

\* Generating Revenue Through Advertising & Events

\* Creating Basic Reports For The Company.

\* Making The Daily Sales Calls & Fixing The Meeting With Cooperate.

\* Making The Daily Field Work For Marketing Of The Company

\* Experience in Space Selling & Client Servicing

\* Experience in Operation & Production Department.

Co-curricular activities:

1 Active participant in all cultural and managerial Activities.

2 Inter College Champion in dance.

3 Inter College Script writer.

Hobbies : Cricket, Dancing, Reading, acting.