



# Prashant Multani

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**in** Prashant Multani

## Summary

An enthusiast who would be more than happy to take initiative that provide knowledge to people and take back more lesson from them and making sure that learning never stops. To seek and maintain full time position that offers professional challenges utilizing interpersonal skill, time management and problem-solving skills

## Experience

- **Neilsoft Pvt LTD** March 23 - Present  
Senior Business Development Executive
  - Working as a Senior Business Development Executive for North America region.
  - Neilsoft is into design engineering and AI software development.
  - My day to day activities include data collection, data management, cold calling and meeting setup.
  - Assisted with day to day operations, working efficiently and productively with all team members.
- **Virtual Building Studio** 18/01/2021 - 28/02/2023  
Senior Businesses Development Executive
  - Virtual Building Studio is one the leading BIM outsourcing company in India with its subsidiary branch in USA and Middle east.
  - Worked as a Senior Business Development Executive for markets like USA, Middle East, Australia and other European region.
  - Achived 80% of my targets for FY 2021 and FY 2022.
  - Adaptable and proficient in learning new concepts quickly and efficiently.
  - Hunting new business opportunities and lead generation through various platforms like cold calling, email campaigns, and LinkedIn.
  - Good communication skills both written and verbal.
  - Understanding client requirement and project need.
  - Coordinating with the project manager, team leader and various other stake holder to ensure proper project delivery.
  - Taking care of inbound inquiries and establishing initial client communication and taking inquiries forward.
  - Handling client communication and client relationship management.
  - Proficient in using tools like sales navigator, LinkedIn automation and other tools for lead generation.
  - Demonstrated a high level of initiative and creativity while tackling difficult tasks.
  - Vendor registration for bidding and tendering.
  - Additional to this my responsibilities include vendor management, client proposal creation, negotiation and closures.
  - Cultivated interpersonal skills by building positive relationships with others.
- **A.A. Infraspace Private Limited** 11/7/18 - 07/01/19  
Intern
  - Worked under the supervision of the site engineer, for the excavation works and foundation layout
  - Assisting senior engineer in developing precise look ahead construction programme
  - Supporting supervisor & senior engineer in identifying project delays/constraints
  - Tracking daily onsite construction activities against costing to assist senior management in planning look ahead activities & completion forecast
  - Have knowledge about Bar bending scheduling.
  - Worked on G+3 low rise.
  - Prepare reports, designs, and drawings.
  - Making calculations about pressures, loads, and stresses.
  - Consider the strength of construction materials and select appropriately.
  - Obtain planning and/or building regulations approval.
  - Analyze configurations of the basic components of a structure.
  - Liaise with professional staff such as architects and engineers.

- **Sampad Infrastructure**

11/07/18 - 11/09/18

Intern

- Learned how to perform quantity estimation.
- Knowledge of personal protective equipment for H&S purposes.
- Create task based SWMS & other required documentation to ensure works undertake as per H&S criteria.
- Maintain H&S work culture & adhere to site safety requirements.
- Assisted supervisor/site manager in identifying plants requirements based on varying tasks.
- Supervised for the finish works.
- Learned about tests performed on the concrete.
- Worked on G+12 Building
- Quality
- Create work packs, inspection test plans, QC checklists as per various activities.
- Raise inspections to ensure quality of finished works meets intended design, specifications & standard code of construction practices.
- Raise RFIs to comply to clarify ambiguities, uncertainties identified with design.
- Raise inspections with relevant parties as per quality management plan
- Request as-built plan from surveyor & review submitted as built to meet compliance requirement.

### **Achievements & Awards**

- Selected as Best Performer of the Year 2021-22
- Selected as Employee of the Month (Sales) -September 2021

### **Education**

- **LJ Institute Of Engineering And Technology**  
Bachelor of Engineering in Civil
- **Ahmedabad Public School International**  
H.S.C(12th)
- **S.T Xavier Higher Secondary School**  
S.S.C

### **Skills**

- MS Office
- MS Excel
- Communication Skills
- Negotiations
- Persuasive skills
- Team Management
- Project Delivery
- Client Management