

PRASANTH GOPI CH

Hyderabad, India 500081 | +91-8790262266 ,+966-508301136| prasanthgopichagarlamudi@gmail.com

SUMMARY

I have accumulated extensive experience across various industries within both international and national markets. My background includes a proven track record in client acquisition, business development, and operations. I have successfully closed and managed significant accounts for major companies. With a total of six years and 3 Months of experience(**6.3 Years**), including five years(**5 Years**) in **managerial roles**, I have demonstrated a consistent ability to drive growth and achieve strategic objectives.

EXPERIENCE

10/08/2024 to 11/08/2022	Branch Head (24 Months) HR International - Riyadh, Saudi Arabia <ul style="list-style-type: none">• International Manpower Recruitment(Blue/White Collar)• Held a pivotal role as a Business Development Manager• Managed and supervised all aspects of branch operations• Successfully developed and executed business plans that drove remarkable sales growth.• Utilized targeted marketing approaches to drive business growth• Closed long-term agreements through skill full negotiation.• Achieved consistent growth in client acquisition.• Managing onboarded clientele• Provided comprehensive training to the sales and business development team
31/07/2022 to 01/06/2021	State Manager (13 months) Alphatech - Bangalore, India <ul style="list-style-type: none">• I.T SAAS & Hardware Sales, Recruitment(B2B)• Training & Monitoring of Sales Team• State Team KPI & Performance management• Implemented and executed streamlined branch operations management strategies, resulting in enhanced efficiency and productivity.• H.R Operations Management• Managed Team size of 40• Developed ongoing programmes using good team communication and collaboration.
28/05/2021 to 1/06/2020	Business Development Manager (11 months,27 Days) Extramarks - Hyderabad, India <ul style="list-style-type: none">• EDTECH Software Sales(B2B/B2C) for schools & University's• Augmented sales value by upselling and cross-selling new products and services to existing customers.• Surpassed sales and customer service targets, consistently exceeding established KPIs.• Management of sales team (Team size of 20)• Led backend operations for team sales• Managed escalated client enquiries with exceptional professionalism and enthusiasm to maintain trust and reliability.

29/02/2020 to
1/11/2018

ABDM (15 months)
Phoenix India - Chennai, India

- **International Export/Import sales(B2B/B2C)**
- Initiated and executed **cold calling** campaigns to generate new business leads.
- **Email Marketing**
- **Lead generation**
- **Digital Campaign**
- helping team to **convert prospects** in to clients
- creating quotations estimation costs ,purchase orders etc

31/10/2018 to
2/10/2017

BDE (12 Months)-
Phoenix india - Chennai, India

- International Export/Import sales
- cold calling
- email marketing
- building prospect pipeline

SKILLS

- | | |
|---------------------------------------------|-------------------------------------------|
| • Performance Management | • Supplier negotiation |
| • Systems implementation | • Multi-unit operations management |
| • client acquisition | • People Management |
| • negotiations | • Strategic resource management |
| • B2B /B2C Sales | • Staff management |
| • Training and developing staff | • Client Relationship Management |
| • Workforce training and development | • Adaptive leadership |
| • Risk Management | • Budget management |
| | • C,D Level Client Interaction |

EDUCATION

2023

Master of Business Administration: Human resource & Finance
Manipal University - Jaipur

- 3.56/4 Cgpa

2020

Bachelor of Science: Information Technology
Mahatma Gandhi University - Chennai

- 86% in academics

LANGUAGES

English: First Language

English: C2
Proficient

Hindi: C1
Advanced

Arabic: B2
Upper Intermediate

Telugu: C2
Proficient

Tamil: B2
Upper Intermediate

Chinese (Mandarin): B1
Intermediate

CERTIFICATIONS

- TCS certified Trainer & Mentor
- Six Sigma Certified
- International k9 handler certificate

HOBBIES AND INTERESTS

- K9 Training
- Boxing
- photography

ACCOMPLISHMENTS

- Highest Revenue Generation state Head(alphatech india)
- 3 x Employee of the quarter
- International photopro award winner
- Closed 3 Million Dollar Deal

VISA'S

- H2B U.S(10 Years)
- Schengen Multi Visit (10 years)
- Russian Multi Entry(1 year)
- U.A.E Business Visa(2 years)
- K.S.A Business Visa(2 Years)
- Japan Multiple entry Tourist
- Singapore Tourist
- Republic of china Tourist