# 

**PRASHANT BHARADWAJ**

**OBJECTIVE**

* Corporate / B2B Sales
* Market & Competitor Analysis
* Revenue Growth
* Key Account Management
* Operations Management
* Problem Solving
* Commercial Acumen
* Team Building & Leadership
* Market Research

**AREA OF EXPERTISE**

Achievement-driven professional targeting challenging positions in a growth-oriented organization

***Key Skills***

PGDM (Full Time) – Marketing 2011

BA – Psychology & Sociology 2008

1Yr Diploma – DBMS 2005

Date of Birth : 13th August 1985

Marital Status : Married

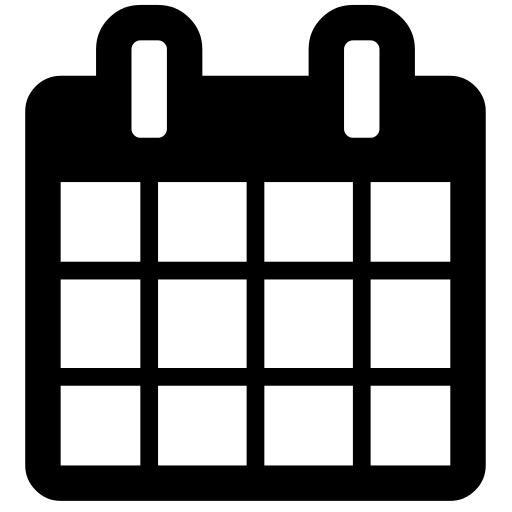
Passport No. : M4187644

* Corporate / B2B Sales
* Consultative Selling Techniques
* Digital Solution
* RFP/RFQ/ RFI’s
* Project Management
* Key Account Management
* Market & Competitive Analysis
* Market Research

***Education***

***Personal Details***

**TIMES INTERNET LTD**  Account Manager

 Jan 2015 – Dec 2015 Noida

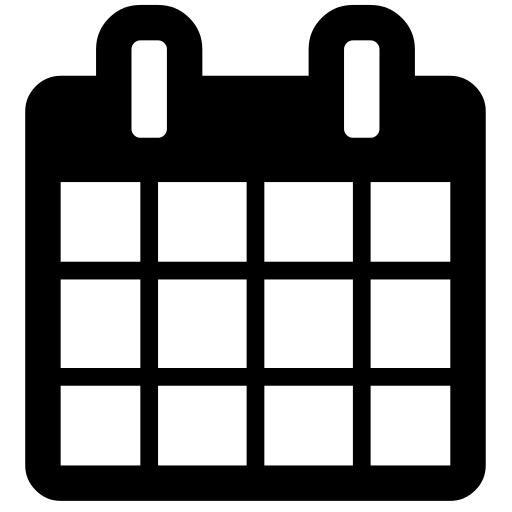
* Planned comprehensive sales strategies for achieving business goals and get it done
* Developed maintained and retained the **overseas and HNI clients** with the main objective of selling various real estate asset products thereby increasing revenue
* Managed the account of builders by supporting in marketing advertisement, lead generation and successful closer
* **Achievements:**
* Won the ***“Go the Extra Mile*** ***Award”*** forachieved excellence in business beyond KRA’s

**CAREER HISTORY**

* I am a passionate, committed and an accomplished multifaceted professional having an experience of **8*+ years*** in B2B corporate sales & Key account management.
* I hold high standards of service, focus and commitment to task assigned
* ***SPOC*** for any issues related to operations, Finance, HR & Compliances
* Serve as the link of communication between key customers and internal teams
* Participating in various global and national tenders, ***RFP’s & RFI’s***
* Working on ***Top 20 Clients***, ***Wish List, New Logo’s*** and ***Competitors Data*** of the region with the main objective of increase regional growth

**PROFILE SUMARY**

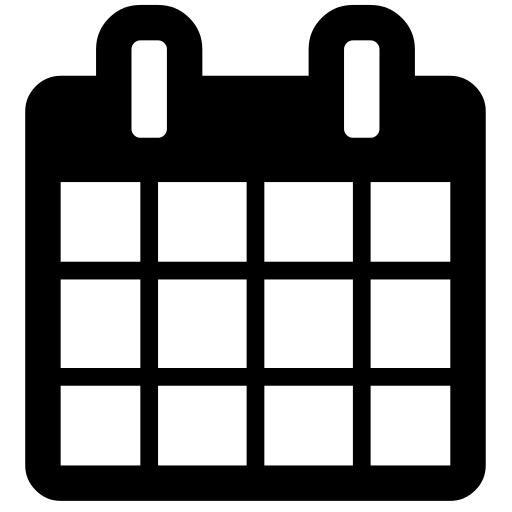
**SIS INDIA LTD.**  **Sr. Manager -** **Business Development**

 May 2019 – Ongoing Delhi NCR

* Responsible for business growth of Haryana region by selling MANTECH Solution to the large clients
* Handling PAN India account of various esteemed companies like **UBER**, **UNIQLO**, **Swiggy, FreeCharge, Mudita Cargo, DB Corp., Yusen** etc.
* Identify the large new accounts / upcoming projects followed by decision centers concluding with approvals as well as business generation
* Presenting need based , customized solutions, addressing pain areas of corporate related to the security
* Attending monthly security operational review with top level management to resolve their unsolved queries.
* Credit control and compliance management
* Addressing the hierarchy of internal & client’s stakeholders i.e. Operations, Admin, HR, Procurement and Legal department to complete successful customer buying process
* Ensuring that the legal agreement is executed from both the parties before the deployment date and following all the policies laid out in regards to the same
* Making business proposals, profile and commercials according to the need of clients
* Preparing regional weekly closure reports, monthly Hot/Warm Cases, Analysis Report on Lost Accounts, Reports of Prospective clients (verticals wise, revenue wise), Wishlist and many others

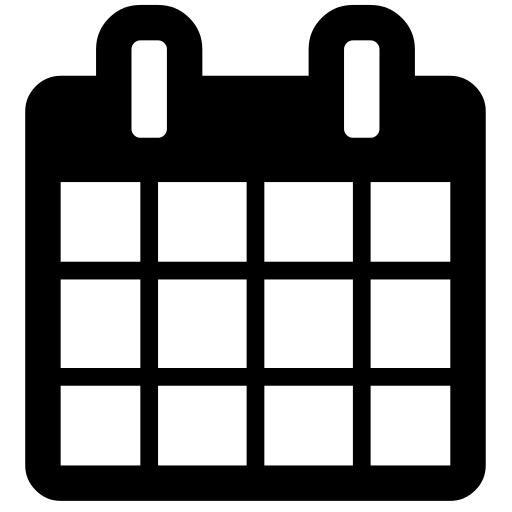
* **Achievements:**
* Achieved ***78%*** business target till date in man guarding
* Achieved ***109%*** target in Tech Sales
* Successful in adding many reputed clients to customer directory of SIS. Constantly exceeding monthly and annual target.

**SECURITAS AB**   **Manager-Business Development**

 Jan 2016 – Apr 2019 Delhi NCR

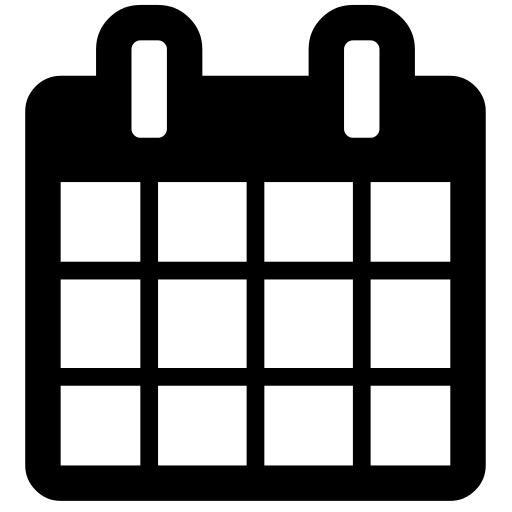
* Generated new business for the organization through new client acquisition and achieving pre-defined sales target on a quarterly/annually basis
* Mapped the major business market of UP & MP Delhi vertical-wise
* Managed Strategic Accounts to build better/healthier relationship and ensure service deliveries are met
* Handled PAN India account of various esteemed companies like **Birlasoft, Newgen Software,** **Paytm, Swiggy, Samsung Electronics**, **Airplaza Retail, LOTS Retail, HCL Foundation,** etc.
* Addressed the hierarchy of client’s & internal stakeholders i.e. Operations, Admin, HR, Procurement and Legal department to complete successful customer buying process
* **Achievements:**
* Achieved ***104% in FY 2017-18, 112% in FY 2018-19 & 168% in FY 2019-20 till last date*** business target
* Increase our business volume by ***700%*** from client like Paytm, Swiggy, Airplaza Retail.
* ‘Appreciation Letter’ received AMEA Head for outstanding achievement in sales

**TIMES INTERNET LTD**  **Key Account Manager**

 Jan 2015 – Dec 2015 Delhi NCR

* Selling a comprehensive bouquet of Sales & marketing Support Services to key decision makers in the real estate segment
* Developed maintained and retained the **overseas and HNI clients** with the main objective of selling various real estate asset products thereby increasing revenue
* Managed the account of builders by supporting in marketing advertisement, lead generation and successful closer
* **Achievements:**
* Won the ***“Go the Extra Mile*** ***Award”*** forachieved excellence in business beyond KRA’s

**HDFC REALTY LTD**   **Sr. Relationship Officer**

 Nov 2011 – Dec 2014 Noida

* Developed maintained and retained the overseas and HNI clients with the main objective of selling various real estate asset products thereby increasing revenue.
* Generated business from assigned **HDFC Bank, HDFC Securities** and **HDFC Limited** through frequent visit and relationship
* Provided support as interface for enquiries related to product
* Tie up with various corporate for participate in their employee engagement programs by providing complete property and home loan solutions
* **Achievements:**
* ***Winner*** of North reason in termsof ***Revenue Generation, Deal*** ***Makers*** in year 2013 & 2014
* Dealt with various corporate like ***Wipro, HCL, Nucleus Software, Dell, Capgemini , etc.***

**COMPUTER PROFICIENCY**

* Date of Birth 13th August 1985
* Marital Status Married
* Passport No. M4187644
* MS Office (Word, Powerpoint, Excel, Outlook)
* Sales Maxx
* Sales force

**PERSONAL DETAILS**

* PGDM Marketing & Sales 2011
* BA Psychology & Sociology 2008
* 1Yr. Diploma DBMS 2006

**EDUCATION**