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PRAJEESH KADAMBAT

PROFILE

With over 9 years of management experience and a strong entrepreneurial background, I possess exceptional skills in business development strategies. My global perspective and valuable insights enable me to effectively tackle challenges and capitalize on opportunities in today's dynamic business environment. I drive growth and success by implementing strategic initiatives that align with evolving market needs, propelling businesses to unprecedented levels of success.

PROFECIENCIES

Experienced in transforming the enterprises through implementing innovative strategies in sales and marketing and manufacturing, also created new growth strategies through identifying new clients.

Conducted online research and presentations about the customers and competitors.

Identified new, industries, products, and services that the company could pursue to expand its business.

Responsible for driving revenue growth and increasing profitability for the company.

Excellent leadership skills, effective communication skills, logically consistent with good interpersonal abilities

WORK EXPERIENCE

Business Development Manager

Agrarians Technologies | Kerala, India(E Commerce Project)
Nov 2019 to Feb 2023

Collaborated with cross-functional teams, keep track of sales targets, and engaged in supplier contract negotiations.

Conducted market research and analysis to identify emerging trends and customer needs, informing product roadmaps and feature prioritization.

Continuously evaluated team performance and iterate on features to optimize user experience and achieve business objectives.

Developed and maintained strong relationships with customers and partners to gather insights and build advocacy for the product.

EDUCATION

Post Graduate Diploma in Computer Aided Design

Ara Institute of Canterbury
Christchurch, New Zealand

January 2015 to April 2016

Bachelor of engineering in Mechanical Engineering

Anna University
Tamil Nadu, India

April 2006 to March 2010

Nationality: Indian

DOB: 21/03/1989

Hobbies

Photography
Design
Content writing
Travelling

Production Team Member-Manufacturing

Moffat Christchurch, New Zealand (Ali Group-Italy)
December 2016 to December 2018

Monitored production activity, Identified, and solved the process problems, troubleshooted problems and developed solutions.

Prepared management information reports.
Coordinated work schedules and production sequences to maximize productivity.

Planning Engineer- Industrial projects

SAE | Bangalore, India (For Toyota Industries Corporation)
June 2013 to August 2014

Developed detail project plans, conducted client meetings, and managed the relationship with clients and stake holders.

Created reports and drawings according to the client requirements co ordinating with various departments such as engineering, fabrication, purchase, marketing, and logistics.

Ensured all the projects are delivered on time, within the scope and within the budget.

Production Engineer- Manufacturing

Advance Power Display Systems (QCS Singapore)
Mumbai, India
July 2011 to April 2013

Ensured the plant activities are performed as per the prescribed schedules. Created and maintained design documentation such as specifications, drawings, and bills of materials.

Co-ordinated with various departments for the smooth flow of assembly lines. Prepared daily reports to the management.

Conducted feasibility studies and simulations.

Collaborated with cross-functional teams. Identified and solved technical problems.

Conducted design reviews and product validation.
Developed and maintained documentation,
maintaining relationships with suppliers and vendors