

# BHARATH PRABHAKARAN

## DETAILS

**ADDRESS**  
J.Lelevelio g. LT-01102 vilnius  
Lithuania

**PHONE**  
+37060927906

**EMAIL**  
bharathprabhakaran22@gmail.com

## LINKS

[Linkedin](#)

## SKILLS

Ability to Multitask  
Leadership Skills  
Communication Skills  
Ability to Work in a Team  
Analytical Skills  
Microsoft package ( excel , word)

## LANGUAGES

Lithuanian  
English

## PROFILE

Experienced Business Development Manager and Sales Professional with a track record of driving revenue growth, expanding market reach, and fostering profitable relationships over 3 years. Demonstrated expertise in market research, strategic planning, and engaging C-level executives to drive sales and secure investments. Eager to bring strategic vision and a passion for driving business success to a new opportunity.

## EMPLOYMENT HISTORY

Business Developer Manager, CozmoBuzz  
Jul 2023 — Present

- Conducted market research and analyses to identify new business opportunities and trends.
- Developed a business plan to identify and engage with potential investors, discussing funding opportunities.
- Creating effective sales strategies and systems to drive business growth and maximize revenue generation.
- Reaching out to C-level people to engage in the podcast and publish it on Spotify.

Sales Manager, Klasjet  
Jul 2023 — Feb 2024  
Vilnius

- Identify commercial leads and new potential VIP direct clients.
- Provide trustworthy feedback and maintain accurate customer and transactional after-sale information using CRM and other sales tools.
- Partner with the appropriate functional teams to prepare formal and informal sales.
- Developing new markets (Asia-Pacific) and promoting the company brand and services.

Sales Executive, Aerotime, AviationCv  
Aug 2022 — Jul 2023  
Vilnius

- Update CRM and follow up on the existing pipeline.
- Book meetings for the senior sales executive with potential customers.

- Conduct market research to identify selling possibilities and evaluate customer needs.
- Acquiring new pilots and cabin crews, generating news leads, and helping clients post.

### IT Customer Support, HCL

Vilnius

Aug 2021 — Jun 2022

- Created help desk tickets, troubleshooted, and resolved desktop issues.
- Handling customer complaints and resolving them as appropriate.
- Provided Tier 1 IT support to non-technical internal users through desk-side support.
- Floor manager duties on the weekend call shift and escalating any issues or trends.

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## EDUCATION

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### Deep Tech Entrepreneurship, Vilnius University Business School

Vilnius

Sep 2021 — Jan 2023

- Integrate deep-tech opportunities.
- Developed an innovative product and established a startup.
- Communication with various stakeholders.
- Sustainability Pressure Cooker, Rotterdam Business School, Rotterdam
- A two-week Visit to develop the start-up idea (CERN, Geneva, Switzerland)
- Start-Up Capstone: Development of Hemp Fiber Based Filament For Additive Manufacturing

### Aviation Engineering , Kaunas University of Technology

Kaunas

Sep 2016 — Jun 2020

- Final Project: Aerodynamic and Analysis of Quad-copter