



# PRATAP MORE

MARKETING PROFESSIONAL

## EDUCATION

### MASTER BUSINESS ADMINISTRATION MARKETING

Shivaji University | 1996 - 1998  
2.42/4 GPA

### BACHELOR OF SCIENCE BOTANY

Shivaji University | 1993 - 1996  
2.32/4 GPA

## ADDITIONAL SKILLS

- Client Relationship Management
- Key Account Management
- Team Management
- Business Development
- Negotiation
- Critical Thinking
- Communication Skills

## CONTACT



Mobile

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Email

pratap.baburao@gmail.com



LinkedIn

<https://www.linkedin.com/in/pratap-more-081763211>

## CAREER OBJECTIVE

Experienced and energetic Business Development Manager with over 22 years of experience effectively managing marketing projects from conception to completion. Using analog marketing platforms to increase sales and overall company productivity. Experienced in resulting an increase in partner relations for the company. Adept in monitoring and reporting marketing objectives, to maintain necessary internal communications within the company.

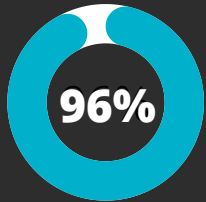
## WORK EXPERIENCE

APR 2019 - MAR 2020

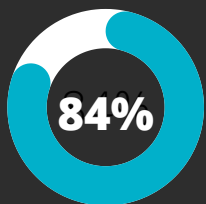
### BUSINESS DEVELOPMENT MANAGER RAKSHA PIPES

- To make sales of UPVC, CPVC, Garden Pipes pipe, LD pipe, Hose Pipe, Spray Pipe & Column pipe.
- Implementing company Dealer and Distributorship strategy in the area & assessing productivity and achievements.
- Manage both our existing sales pipeline and the development of new business opportunities.
- Generate new leads, identify and contact decision-makers, screen potential business opportunities, select deals in line with strategies, and facilitate pitch logistics.
- Develop and implement overarching outbound sales and business development strategy, sales processes, structure, and best practices across the company.
- Support deal structure and pricing with business-value analysis, and negotiate prices for proactive bids and proposals.
- Maintain and share professional knowledge through education, networking, events, and presentations

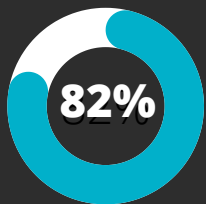
## EXPERTISEMENT



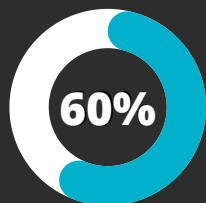
**MARKETING**



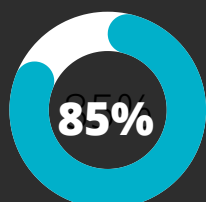
**PRESENTATION**



**PUBLIC  
SPEAKING**



**IT SKILLS**



**TEAM WORK**

**MAY 2018 - MAR 2019**

### AREA SALES MANAGER

SANJIVANI PIPES

- To make sales and marketing of PVC pipes and develop sales and marketing strategies and plans that add value to the achievement of company's goals and objectives.
- Conducts periodic review of media market surveys, customer research, market conditions, competitor data, and implements marketing plan changes in order to identify new potential clients and market.
- Provides timely, accurate, competitive pricing on all completed prospect applications submitted for pricing and approval, while striving to maintain maximum profit.
- Maintain company's relations with dealers & distributors and establish and maintain healthy customer relationships in terms of business promotion.

**JAN 2017 - APR 2018**

### PROPRIETOR

KRUPA FOUNDATION

- Taking Interview Development Techniques and Personality Development programs in colleges.
- Complete Housing loan proposals and submitting to different banks.
- Taking solar awareness programs and Plastic waste awareness program in different platforms..
- Creating insurance awareness and submission of proposals

**FEB 2012 - DEC 2016**

### REGIONAL HEAD

COMMENCE AGRO CORPORATION PVT. LTD.

- Implementing company strategy in the area through their managers and assessing productivity and achievements.
- Preparing, reviewing and reporting on budgets and expenditure..
- Address potential problems and suggest prompt solutions.
- Analyze regional market trends and discover new opportunities for growth .
- Identify hiring needs , select and train new salespeople..

**APR 2011- JAN 2012**

### RELATIONSHIP MANAGER

EVERONN EDUCATIONS LTD.

- Promotion of educational products viz. digitized educational software.
- To maintain coordination with educational institutions with a view to acquire new business.
- Promote high quality sales , supply and customer service processes and resolve customer complains
- Approach potential educational institutes to establish relationship.
- Imparting training to the resources at customer end for use of the product

# LANGUAGES KNOWN

**ENGLISH**



**HINDI**



**MARATHI**



# TECHNICAL SKILLS

**MS WORD**



**MS EXCEL**



**MS POWERPOINT**



**AUG 2008 - MAR 2011**

## SALES MANAGER

RELIENCE LIFE INSURANCE CO. LTD

- Lead sales operations within an insurance company.
- Analyze statistical data, such as mortality, accident, sickness, disability, and retirement rates and construct probability tables to forecast risk and liability for payment of future benefits.
- Determine discounts and premiums.
- Lead insurance agents and track performance.
- Create and implement business strategies and goals.
- Develop sales quotas.
- Minimize company risks.
- File reports of numbers of insurance quoted..

**SEPT 2001- JUL 2008**

## SALES MANAGER

ICICI BANK LTD. (HFC)

- Managing end-to-end sales lifecycle – tapping prospects, analyzing their requirements, rendering advice, negotiating commercially and ensuring timely disbursement of loan documents to the customer.
- Creating marketing plans to increasing awareness of company's services among home owners , who maybe interested in buying or refinancing a home.
- Maintaining relationship with current clients in order to secure new business opportunities.
- Preparing contracts of new loans or modifying existing once to confirm to industry standards .
- Managing team of executives who were responsible for selling mortgage to potential home buyers

**SEPT 1998 - AUG 2001**

## MEDICAL REPRESENTATIVE

INDCHEMIE HEALTH SPECIALITIES PVT.LTD

- Selling the company's medications to doctors, pharmacists, and other relevant healthcare professionals.
- Scheduling appointments with doctors, pharmacists, and other healthcare professionals to promote company medications.
- Developing an in-depth understanding of company medications.
- Building and maintaining good business relationships with customers to encourage repeat purchases.
- Following up on leads generated by the company.
- Preparing presentations for potential customers.
- Researching competitor's medications and their respective market performances.
- Keeping abreast of new developments in the medical field to determine the effect of such developments on the company's business strategies..