

PRABIR SINGH

FULL-STACK DEVELOPER

CONTACT

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HIGHLIGHTS

- **Career Shift:** Transitioned from a 15+ year senior role in finance to the tech sector, overcoming obstacles and acquiring new skills.
- **Sales Strategy Maven:** Delivered 100+ impactful sales strategies that fueled revenue growth, expanded pipelines, and achieved rapid breakeven for financial firms.
- **Global Client Collaboration:** Cultivated meaningful relationships with 50+ clients worldwide, tailoring solutions to meet unique requirements, and ensuring the delivery of high-quality web applications.
- **Operational Excellence:** Enhanced operational efficiency by 50% and applied a hands-on approach to operations, from hiring and training sales teams to establishing branch offices, consistently fostering positive work environments.
- **User Experience Approach:** Prioritized customer success and satisfaction by 100%, boasting a track record of 90%+ customer retention and positive feedback in the web application development landscape.
- **Innovative Online Presence:** Created and grew online presence for 20+ organizations with creative strategies.
- **Network Builder:** Built and sustained a network of over 2000 customers and associates across the country.
- **Strategic Partner:** Capitalized on 7000+ connections and professional relationships on LinkedIn to attract new clients, generate referrals, and expand market reach for web development services.

SKILLS

- **Programming Languages:** C++, JavaScript, NodeJs, PHP
- **Web Technologies:** NextJs, ReactJs, TypeScript, HTML, CSS, Tailwind CSS, Shadcn, Bootstrap
- **Backend:** MongoDB, MySQL, ExpressJs
- **Miscellaneous:** Figma, WordPress, Linux, Copywriting, SEO

SUMMARY

Full Stack Developer with freelance experience and a background in finance and business development. Self-taught and proficient in creating 50+ customer-oriented applications using diverse and modern technologies and frameworks

WORK EXPERIENCE

Lead Developer and Founder

Fivexfast Digital Marketing Solutions LLP

Aug 2021 - Present

- Founded and Directed a Creative agency that engineered 5+ full-stack solutions for clients across the globe
- Designed and developed over 50 responsive and user-friendly websites.
- Created Applications using technologies and frameworks such as NextJs, ReactJs, TypeScript, Tailwind CSS, Bootstrap, MongoDB, MySQL, ExpressJs, WordPress, etc
- Achieved an average of 95% in website performance metrics such as page speed, bounce rate, conversion rate, and pages per session.
- Supervised and mentored a team of 5+ developers and 2+ designers to produce high-quality websites and applications.
- Coordinated with 23+ clients to understand their requirements and expectations.
- Provided technical guidance and support to the 7+ team members and the 20+ clients.
- **Impact:** Boosted client's online presence and visibility by 150% through effective digital marketing strategies, resulting in increased leads, sales, customer satisfaction, and retention.

Freelance Web Developer

Self-Employed

Nov 2019 - Jun 2021

- Software developer with self-taught coding skills in 2+ Programming languages.

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SOFT SKILLS

- Leadership
- Dedication
- Communication
- Research and Development
- Creativity
- Data Visualization

EDUCATION

- **Bachelor Degree of Commerce**—
Budwan University, West Bengal
- **GNIIT (Three years diploma in computers)** — NIIT, New Delhi

CERTIFICATIONS

- [Advanced React](#)
- [React Basics](#)
- [Programming with JavaScript](#)
- [HTML and CSS in depth](#)
- [Build Responsive Real-World Websites with HTML and CSS](#)
- [Introduction to Front-End Development](#)
- [Responsive Web Design](#)
- [Principles of UX/UI Design](#)
- [Foundations of User Experience \(UX\) Design](#)
- [Version Control](#)
- [Introduction to Back-End Development](#)

LANGUAGES

- **English** - Native or bilingual proficiency
- **Hindi** - Native or bilingual proficiency
- **Bengali** - Native or bilingual proficiency

- Transitioned from 15+ years of business development in the financial sector to web development by freelancing for 12+ clients across different domains.
- Boosted web traffic and conversions with SEO and copywriting. Managed client relationships and project delivery.
- Engineered and delivered web apps using modern technologies and frameworks.
- **Impact:** Boosted online presence, leads, sales, and customer loyalty for all customers.

SVP-Business Development

Mangal Keshav Financial Services LLP

July 2018 - December 2019

- Headed a sales team across three verticals: Retail, HNI, and Franchise.
- Boosted revenue, profit, and pipeline with sales strategies. Break-even in a year.
- Connected and maintained over 1100+ customers across the country.
- Established partnerships and new sales channels with various opportunities.
- **Impact:** Ensured customer success and satisfaction by delivering solutions.

Lead-Business Development

Rikhav Securities Ltd.

Jan 2018 - June 2018

- Recruited and mentored the sales and compliance team and formed a branch office in Mumbai.
- Improved the company's online presence and reputation.
- Redesigned into a new and engaging website for the company.
- **Impact:** Generated over 500 customers and 25 partners with a 10-member sales team.

Lead-Business Development

JM Global Equities Private Ltd

June 2015 - Jan 2018

- Launched a retail business vertical in JM Global, a prop-based stock broking firm.
- Diversified into various financial services and operations.
- Engineered and launched an interactive company website.
- **Impact:** Boosted customer and partner base.

Zonal Sales Head

SMC Global Securities Ltd

Jan 2006 - May 2015

- Worked with admin, HR, and back office. Led 200 sales teams and 7 team leaders, refined operations, hiring, and compliance. Liaised with regulators, exchanges, and government.
- **Impact:** Increased efficiency, Supervised large projects, and built positive relationships.