

# Prashant Pathak

## Sales Leader

10 + years of total Experience in Sales as an Accomplished Sales Leader with innovative Leadership Style and expertise in Revenue generating and team handling strategies. Outstanding Sales and Marketing talents with ability to manage product related budgets. Great influencing and communications strength



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📍 Mumbai

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## WORK EXPERIENCE

### INSIDE SALES LEADER

#### Twin Health US HEALTHCARE COMPANY

12/2020 - Present

www.twinhealth.com Twin Health is the pioneer of the Whole Body Digital Twin™ technology, which enables physicians to systematically reverse diabetes and other chronic diseases. Twin's remarkable health results are published in peer-reviewed journals. Twin Health is funded by Sequoia Capital and Corner Ventures

##### Responsibilities

- A sales leader managing a team of 20 Sales Manager B2C / B2B For INDIA and INTERNATIONAL MARKET (US )

### Inside Sales Leader

#### Whitehat Junior

04/2019 - 11/2020

www.whitehatjr.com

Mumbai

##### Responsibilities

- A sales leader managing a team of 15 Sales Manager B2C / B2B For INTERNATIONAL MARKET (US / UK / CANADA/ SINGAPORE / AUSTRALIA / NEW ZEALAND) FOR WHITE HAT JR. #1 ONLINE CODING CLASSES FOR KIDS

### Sales Manager

#### CREST CAPITAL AND INVESTMENTS

03/2018 - 07/2019

Mumbai

Ace Lansdowne Investments Services LLP is a Limited Liability Partnership firm incorporated on 19 January 2018. The firm manages assets for a diversified client base that includes some of the world's largest and most sophisticated investors.

### Sales Manager

#### ACE LANSDOWNE INVESTMENT SERVICES LLP

Mumbai

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### Sales Manager

#### HOLIDAY INN

06/2017 - 03/2018

Mumbai

Holiday Inn is a British-owned American brand of hotels, and a subsidiary of InterContinental Hotels Group

##### Responsibilities

- Analyzes current client base or target market for the hotel.
- Devises new ways to expand that client base.
- Develops promotional and advertising materials for the hotel.
- Oversees distribution of marketing materials

### Sales Manager

#### Taj Group of Hotels Resorts and Palaces (IHCL)

06/2014 - 06/2017

India

The Indian Hotels Company Limited (IHCL), branded as Taj Hotels Palaces Resorts Safaris, is an international chain of hotels and resorts headquartered at Express Towers, Nariman Point in Mumbai. Incorporated by the founder of the Tata Group, Jamsetji Tata, in 1903 the company is a part of the Tata Group, one of India's largest business conglomerates

##### Positions

- Sales Manager Taj Exotica Goa (140 keys High End Luxury Resort)
- Sales Manager Taj Wellington Mews (292 keys Luxury hotel)
- Sales Manager Taj President (300 keys Premium Business Hotel)

## SKILLS

Leadsquare

Salesken

Salesforce

Bloomberg

Microsoft Word

Microsoft Excel

Microsoft PowerPoint

OPERA

FIDELIO

AMADEUS

## EDUCATION

### PGDM – MBA (Executive Program)

Welingkars Institute of Management

### B.Sc in Business Administration

IHM HYD

## LANGUAGES

English

Native or Bilingual Proficiency

Hindi

Native or Bilingual Proficiency

## INTERESTS

Reading

Music

Cricket