

Prashant Pandurang Shetye

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Profile Summary

10 years of experience in Direct Sales, Networking & Business Development; with a strong academic background of accounts & finance

Career Objective

To qualify leadership positions by being a great asset to the organisation

Qualification

- ❖ C. A. (Intermediate) 2004
- ❖ B. Com. 2001 – 72%
- ❖ H. S. C. 1998 – 77%
- ❖ S. S. C. 1996 – 73%

Strengths

- ❖ Public Speaking
- ❖ Counselling
- ❖ Training team members

Achievements

Herbalife International

- ❖ Appreciation letter on 7 years anniversary from CEO

Toppr Technologies P. Ltd.

- ❖ Excellent rating in a letter of performance review for the period of Jan to Jun 2019 from AVP, HR
- ❖ Certificate of excellence for 1st quarter of 2019 from V. P., Sales,
- ❖ Excellent rating in a letter of performance review for the period of Jun to Dec 2018 from AVP, HR
- ❖ Certificate for exceptional contribution for Nov, 2018 from S.V.P., Sales & Marketing
- ❖ Certificate of excellence & Gold Medal for ranking 1 at City level for July, 2018 from G. M., Sales
- ❖ Won contest prizes like:
Acer Aspire Laptop
Bose Headphones

Organisation	Designation	From	To	Duration
NMEC (AEP: NMIMS)	Sr. Manager	Oct,19	Till Date	Current
Toppr Technologies P. L.	Counsellor	May,18	Oct,19	1 Year +
Herbalife Intl. (MNC)	Distributor	Feb,10	May,18	8 Years +
Sharp & Tannan (CA)	Auditor	Jun,08	Aug,10	2 Years +
Gala Thakkar & Ass. (CA)	Manager	Dec,05	May,08	2 Years +
S.P. Kanekar & Co. (CA)	Accountant	Aug,02	Dec,05	3 Years +
B.M.S. & Associates (CA)	Article Clerk	Jul,99	Jul,02	3 Years +

Sales & Business Development - Feb, 10 - till date (10 Yrs +)

- Managerial responsibilities
 - Planning & forecasting sales figures
 - Organising resources for the sales team
 - Commanding, Delegating & Controlling the sales team
 - Coordinating between various departments of company & clients
 - Controlling variances
 - BEP tracking
- Direct sale of products to the end consumer
- Generating leads
 - from activities
 - from references of existing customers
 - from hosting booth at mega corporate fairs
- Qualifying leads based on their merits
- Getting appointment
 - from cold calling the leads
 - from walk in enquiries as well as from follow ups
- Pre-Sales work
 - Conducting detailed need analysis of a client
 - Identifying challenges
- Carrying out sales meetings
 - Solving challenges of the client
 - One to one & one to many presentations to client
 - Conducting sales seminars addressing mass audience
 - Negotiating, finalizing and executing sales, generating revenue
 - Completing sales targets
- Customer care & After Sale Service & follow up
 - Communicating and keeping in touch with client
 - Getting client feedback
 - Conducting customer retention fun activities
- Team work
 - Recruitment, Training, Supervising Sub-distributors
 - Conducting team meeting & team review on regular intervals
- MIS reports:
 - Documenting all commitments between company and clients
 - Maintaining Sales reports

Accounting & Auditing - Jul, 99 to Aug, 10 (11 Yrs)

- Overseas special assignments Audits in Nigeria
- Internal Audits & Corrective implementation of system recommendations