

## Centre Manager/ Centre Head

C/o Rajendra Naidu, plot #7, 22<sup>nd</sup> main  
road, Asthalakshmi layout, JP nagar 6<sup>th</sup>  
phase puttenahalli main road. Bangalore-78  
Ph-9880417760

**BHOJ RAJ PRADHAN**

[raj.pradhan82@gmail.com](mailto:raj.pradhan82@gmail.com)

### SUMMARY

I am an MBA with about 5.5 years of work experience in Indian Domestic Market Pan India in Education Management, Business Development and Research. An astute, result oriented team member I have played roles of Lead/Demand generation, End to End Sales, Event management, People management, Research work and gained experience in different facets of industry both international and domestic markets. An effective communicator with exceptional presentation skills and abilities in forging business partnerships, establish beneficial relationships with customers.

### EDUCATION

Course	Year	Specialization	University/Institute
PUC	1999-2001	Science –PMCB	A.O.D Higher Secondary, Assam
B.Sc	2001-2004	Electronics & Computer Science	PESIT , Bangalore University
MBA & PGPM	2005-2007	Sales & Marketing	Sidvin School of business, Bangalore

### Summer Internship —MBA: Sales & Marketing

**I.O.C. Ltd (INDIAN OIL CORPORATION LIMITED): Supply chain & distribution of LPG.**

**Description:** Study & understand the entire plant operations in terms of supply chain & distribution of LPG cylinders both for commercial & household purpose. Study the distribution network between IOCL & local distributors. Field inspection on various

## Centre Manager/ Centre Head

aspects for commercial purpose cylinders. Study the various sales models & Supply chain management for each particular area and network. Build a case study of each day activities of entire plant operations.

**Durations:** 2 & ½ months (2 months theory & ½ on fields).

### **1) WORKING EXPERIENCE**

**Mexus Education Pvt. Ltd**

**Duration:** Jan, 2011 - Till date

**Job Profile: Regional Business Manager (Direct & Retail Sales)**

#### **Key Responsibility Area**

Primarily responsible for Sales, training & implementation & Mapping of accounts in the region allocated regional level.

\*Handling team of 5 Business Development Managers, 3 Academic Managers, and 6 SME s.

Maintaining the overall responsibility of the region profitability, revenue generation based on sales, Implementations of systems & processes, people management and MIS.

Event Management & road shows for prospective clients sharing their views on adding value to current education system through technological innovations.

Planning and implementing sales activity plan for the territory Maintain and strengthen customer relationships in the territory.

Collaborate with Internal Sales Support, Sales Manager to actively map and manage customer relationships in his territory and also implement the clear vision set for the territory.

### **2) NIIT LTD, (Education Management)**

## Centre Manager/ Centre Head

**Duration-** Dec 2009- Jan 2010

**Job Profile- Associate Sales Consultant**

### Key Responsibility Area:

- Worked as Key Account Consultant, Bangalore area & managed two sales exe. For End 2 End sales of Top accounts and their client training requirements.
- Effectively present, communicate and demonstrate leading technology to help clients enable business processes with the concerned Technology Applications.
- Planning, monitoring numbers and achievement of overall targets by planning sales and development for a particular division.
- Event Management & Planning road shows for top clients & advises on the development, coordination and implementation of plans for the promotion of an organization's products or services.

### **3) Hinduja Global Solutions Limited, Bangalore**

**Duration:** August 2007 –December 2009 (2 yrs & 4 months)

**Job Profile: Executive – Business Development**

### Key Responsibility Area:

- To work closely with Regional Head in implementing the company's strategic plan for growth and development of service offerings.
- Generating Leads by cold calling, business directories search, web search, referrals, networking.
- Interacting with decision makers and key influencers to strategically manage beneficial and profitable associations/alliances for outsourcing of business processes.
- Identifying and networking with prospective clients from various sectors, generating business from the existing accounts and achieving profitability and sales growth.
- Understanding customer's business, work product and use technical excellence, maintaining the opportunity tracker at various stages of sales cycle, presentations and promotional Materials / Collaterals / Branding, forecasting and execution.
- Qualifying leads and prospects effectively.
- Works with internal team members such as:
  - Solutioning team
  - Front end sales team
- Ensuring sufficient customer follow up and service.
- Research work on prospects with market intelligence.

## Centre Manager/ Centre Head

### PERSONAL INFORMATION:

Date of Birth: 27 Sep 1982

Father Name: Yuba Raj Pradhan

Martial Status: Married

Languages: English, Hindi, Assamese, Bengali, Nepali & German.

Hobbies: Cooking.

Reference: Will be furnished on request