

RESUME

Name : Prashant Sundriyal
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OBJECTIVE :

A position that will utilize my strong research, organizational, and teamwork skills in order to contribute to the growth of the company.

PROFESSIONAL EXPERIENCE :

Infocom Network Ltd

(Oct 2016 – Jan 2023)

Deputy Manager – Team Sales

- Reaching out to SME for online Business Promotion.
- Educating Client with the online Trend in the market and Benefit of associating with Trade India.com Platform
- Offering SME a cost effective Business Growth Solution as a Sales Consultant
- Responsible for Acquiring new client and Achieving Sales Target

Atlanta Systems Pvt Ltd

(Oct 2015 – July 2016)

Business Development Manager – Team Sales

- Selling GPS tracking solution to the end user.
- Give presentation to the client on GPS tracking solution we offer to them.
- Solve the client query related to the tracking software.
- Customize the GPS tracking solution from the software team according to the client requirement.

Ceasefire Industries Ltd

(June 2014 – July 2015)

Senior Manager Business Development – Team Sales

- Everyday do suspecting in the assigned territory.
- Arrange the meeting with the client.
- Give presentation to the client about the product and convert them into prospect.
- Acquiring New Client for the company and achieving sales Target

EDUCATIONAL QUALIFICATIONS :

| QUALIFICATION | BOARD/UNIVERSITY | YEAR | INSTITUTE | PERCENTAGE |
|---------------|--------------------------|-------------|--|------------|
| PGDM | A.I.C.T.E. Approved | 2012 – 2014 | Jagannath International Management School Kalkaji, New Delhi | 62.17% |
| BCA | Jamia Hamdard University | 2007 – 2010 | Jamia Hamard University, New Delhi | 66% |
| XII | C.B.S.E. | 2007 | Rainbow English School, New Delhi | 55.4% |
| X | C.B.S.E. | 2004 | St Kabir Modern School, New Delhi | 50% |

SPECIALIZATION OPTED :

Marketing & Finance (Dual Specialisation)

OTHER COURSES/CERTIFICATIONS :

- ✓ Microsoft Office 2007, 2010 (Word, Excel, PowerPoint)
- ✓ C Language Course

PROJECTS UNDERTAKEN :

| | |
|----------------------------------|---|
| Summer Internship Project | <p>HT Media Ltd (Summer Internship) (May 1 – June 30, 2013) <u>Readership Acquisition And strategy Development</u></p> <ul style="list-style-type: none"> • Understand reason for lapsed subscription. • Analyse factor to maximize renewals. • Strategy development for acquisition of new readers and retaining old readers. |
| Mentorship Project | <p>Computer Science Corporation (CSC) <u>E- Marketing</u></p> <ul style="list-style-type: none"> • To learn and understand the role and opportunities for E-Commerce or online shopping. • To study the impact at social media website arising online market. • To understand the future prospect of online shopping in Indian scenario. • To encourage about shopkeeper attitude towards online shopping. |

EXTRA-CURRICULAR ACTIVITIES :

- ✓ Group leader in many class presentation.
- ✓ Take part in college fate. (JIMS)

✓ Playing in college inter campus cricket team (JIMS).

PERSONAL PROFILE :

Date of Birth : 15th August 1988
Father's Name : Mr. Dinesh Chand Sundriyal
Nationality : Indian
Marital Status : Single
Languages Known : English, Hindi
Hobbies : Playing cricket, Listening music

STRENGTHS :

✓ Analytical, Cool-headed, Willing to learn

DECLARATION :

I hereby declare that all the details given above are true to the best of my knowledge and belief.

Place : New Delhi

Yours Sincerely

Date :

(Prashant Sundriyal)