

**PRASANTH P PRABHU****Present Address:**

Dubai, U.A.E

**Permanent Address:**Vembrakkatt (H), Thamarapally lane  
Eramallur P.O, Alappuzha-688537**Contact Details: -**

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Email Id : [prabhu.prasanth@gmail.com](mailto:prabhu.prasanth@gmail.com)

LinkedIn Profile:

[linkedin.com/in/prasanth-prabhu-622676103](https://www.linkedin.com/in/prasanth-prabhu-622676103)**Profile Summary:**

A graduate in Literature from M.G University with 12+ years of core professional experience in Sales & Marketing, including Indian & International exposure.

- Excellent communication Skill and a Quick Learner.
- Excellence in solving the issues in one-time query.
- Highly developed interpersonal skills and a good listener.
- Ability to meet demanding schedules and proven skills under high pressure environment with dedication and 'smart' work.

**Education Background:**

School / College – Board / University	Specialization	Year of Passing
S.D.P.Y High School – Kerala State Board	Std. X	2004
S.D.P.Y H.S.S – Kerala Higher Secondary Board	Commerce	2006
Cochin College, Ernakulum – M.G University (B.A Graduate)	English Literature	2009

**Curricular Activities**

1. NCC (National Cadet Corps) - A, B Certificate Holder.
2. Cricket - Part of School Cricket Team

**Computer Software Knowledge**

Knowledge of MS Office, Microsoft Outlook, Internet surfing

**Industrial Visits**

1. Harley Davidson India Plant 2013
2. Woodpecker Machines Factory visit China 2014

**Functional Skills**

- B2B Sales
- B2C Sales
- Enterprise Marketing
- Business Development
- Client Relationship Management
- Lead Management

**WORK EXPERIENCE:****M/s. Remys Agro Equipment's Pvt Ltd., Kerala****Roll : Manager – Sales (Briggs & Stratton)****Duration : May 2016 – July 2022****Company Profile:**

RAE is among the top equipment suppliers in Kerala and other parts of India. This group has a leading presence in key sectors of the equipment industry like construction, industrial and household segments in Kerala. RAE is the one and only distributors of **Briggs & Stratton** small utility petrol engines in South India and official partner of Woodpecker **Machines India Pvt Ltd.** RAE has strengthened its focus on significant reduction in usage of electricity, water and usage of solid waste.

**Job Profile:**

- Establishes sales objectives by forecasting and developing annual sales quotas for regions and territories; projecting expected sales volume and profit for existing and new products.
- Collaborate with marketing department personnel to optimize strategic initiatives.
- Approve all sales staff budget expenditures.
- Recruit, interview and hire individuals who would add value, dedication and knowledge to the sales team.
- Identify opportunities for growth within the territory and collaborated with Sales team to ensure goal attainment.
- Monitor sales team performance, analyse sales data and report information to area managers.
- Closed an average of 50lks sales each quarter.
- Attended sales training camp and brought best practices leadership back to the company.
- Develop quarterly and annual sales department budgets. Set and achieve sales targets for All Kerala region.
- Promptly resolved all customer requests, questions and complaints.
- Attend weekly meetings with the M.D to discuss strategies.

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**M/s. MAC Events LLC, Dubai****Roll : Document Controller****Duration : July 2015 to April 2016****Company Profile:**

Operating from Sharjah and Dubai UAE, Mac Event L.L.C provides Corporate Events solutions to the public and private sectors. Our company has many years of experience in the Event Management industry. We were the organisers for INDIA Pavilion in Global Village 2015-16.

**Job Profile:**

- Exposure in Visa & Access card processing, experience in leading a small group of Document Controllers, managing Visa Document, in addition to the execution of my own document control duties.
  - I am responsible for the effective and efficient document control of all visa documents, in accordance with the established procedures.
  - Ensure the effective running of the day-to-day operations of the document centre.
  - Ensure the correct stamping all documents or Visa and Access cards in accordance with the prevailing document control procedures.
  - Standard Document Control function, i.e. Track the creation, update, approval and versions of documents of all types, ensure compliance with Quality Management Systems, become the focal point with regard to document tracking and distribution.
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**M/s. Spice Coast Harley-Davidson, Kerala**

**Roll : Marketing Executive**  
**Duration : May 2012 to June 2015**

**Company Profile:**

One and only dealer for Harley -Davidson motorcycles in Kerala, India region with service, spares and wide range of apparels collections.

**Job Profile:**

- Ensure monthly and yearly Marketing reports.
  - Proofread all marketing collateral ahead of printing to ensure that materials were error free.
  - Wrote and distributed press releases to more than 5 media outlets ahead of Harley Davidson Motorcycle launch.
  - Travelled nationally to meet with customers and deliver clear company messages.
  - Develop and implement campaigns for email, online advertising, search engines and direct mail.
  - Develop marketing plans based upon extensive research and prospect targeted.
  - Create printed marketing materials that were designed to drive campaigns.
  - Direct and coordinate marketing activities and policies to promote products and services.
  - Supervise a team of 6 Sales Executives.
  - Coordinated and participate in promotional activities and trade shows. Ensure that client inquiries were handled professionally and efficiently.
  - Directed the hiring, training and performance evaluations for marketing and sales staff and supervise their daily activities
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**M/s. Popular Vehicles Sales & Services**

**Roll : Sales Executive**  
**Duration : Oct 2009 to Mar 2012**

**Company Profile:**

Popular Vehicles & Services Limited, one of the largest dealerships for Maruti Suzuki India Limited, in terms of sales volume in India belongs to the Kuttukaran Group.

**Job Profile:**

- Perform sales activity of the Company Branch on monthly, quarterly and yearly basis.
  - Prepare sales report of the company till date.
  - Validate the sales reports and check the accuracy in sales presented in reports.
  - Submit sales report to Sales Head for further reports & targets.
  - Contacted customers to set up meetings, check on needs and propose additional offerings.
  - Manage daily workload of appointments, cold and warm calls and service follow-ups.
  - Plan, organize and execute sales strategies and territory plans. Execute local, regional and national marketing and branding initiatives to drive sales within existing and prospective accounts.
  - Engage in product training, demonstrations, consumer awareness, branding and acquisition initiatives to raise awareness and revenue.
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**Personal Details:**

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Father Name	:	Purushothama Prabhu
Mother Name	:	Ajitha Devi
Spouse Name	:	Jubiya Prasanth
Passport Number	:	<b>W1771585</b> (Exp: Date – <b>08/06/2032</b> )
Languages	:	English, Hindi, Malayalam, Tamil & Konkani
Date of Birth	:	22/09/1988
Nationality	:	Indian

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**Hobbies:**

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Travelling, Riding bikes

**Reference:****Nirmal Xavier**

Managing Partner  
Woodpecker Machines – Hydraumatic Division  
+91 98958 15812

**Pankaj Shirke**

Administration Manager  
MAC Events LLC, Dubai  
+971 557240851

**Declaration:**

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I hereby declare that the above-mentioned information is correct up to my knowledge and I bear the responsibility for the correctness of the above-mentioned particulars.

Place:

