# Prashant Ranjan

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**CURRICULUM VITAE**

Seeking for an active carrier to work in an organization, where innovation and excellence is the way of life, where my full potential will be exploited and where I will get ample scope for self-development.

Working Experience:-

# Nov 2019 – Till Now – Ebix Smartclass Educational Services Pvt Ltd – RM Bihar

***Key responsibilities****:-* Visiting schools for the solutions of K 12 content & hardware solutions. Handling the team of sales. Training and operations. Serving our existing customers. Meeting and demonstration of the product to the customer. Negotiation and closure new customers acquisition. Establishing P & R through team. Establishing Channel partners for the sales through revenue sharing model.

# June 2019 – Nov 2019 – Edureify Technology Pvt Ltd – Zonal Head – East

***Key responsibilities****:-* Development of the sales strategies with the help of Management in the area specified. Meeting with Key Decision Makers i.e. Directors/Principal of the Institutes/ School/ Individual Teachers in B2B Sales Strategy. Meeting with the students & Guardians through Seminars/PTMs at the premises of the Institute for B2B Sales. Establishing Franchisee channel by meeting potential and key persons having the setup of Internet Labs/Online Test Centers. Monitoring the team and leading them to achieve the targets as decided by the management.

# June 2018 – May 2019 – Sista Technologies Pvt Ltd . – Regional Sales Manager – East

***Key responsibilities****:-* Channel Development & Sales of the product across the market of East India. Presenting Demos to the end customer about the product & Price Negotiation through the Channel Stockiest in the Eastern region. The B2B presentations at corporate sales &Liaoning with the government officials for the Big government deals. Leading the team, & assisting the team to achieve the desired target on quarterly basis.

# May 2017 – May 2018 – Visual Technologies India Pvt. Ltd.– Sales Manager – Bihar & Jharkhand

***Key responsibilities****:-* Marketing & Sales of the products across the market of Bihar & Jharkhand. Meeting with the target customers segment of Electronic Media & Education Sector to provide the solutions of Broadcasting & Lecture recording systems. The B2B presentations at corporate sales & Liasoning with the government officials for the Big government deals.

# Aug2015- March 2017 –Cybernetyx Technik Pvt. Ltd. - Sales Manager – Bihar & Jharkhand

***Key responsibilities****:-* Channel Development & Sales of the product across the market of Bihar & Jharkhand. Presenting Demos to the end customer about the product & Price Negotiation through the Master Stockiest at both the states. The B2B presentations at corporate sales &Liasoning with the government officials for the Big government deals.

## Mar 2013 – Till Apr-15, GEN X Infra HomesPvt Ltd as Senior Sales Manager

***Key responsibilities****:-*Final price negotiation with theshortlisted clients. Arrangement of loans to the clients willing to Purchase inventory on loan through banks &Other financial institutions.Broker channel Management.Liasioning of land through authority/land owners for new project developments.Post sales assistance to the customers related to possession & collection of funds. Finalization of the paper work such as registered agreements with the clients.Educating the client about payments requirements especially in CLP to avoid late payment charges.Ensuring customer satisfaction. Sales & Lease of the commercial spaces of the property developed.

## Mar -2011 – Feb-2013, ShubhSourya infrastructure Pvt. Ltd. as Manager, Sales

***Key responsibilities:*** Sales of the flats built by the company*.*Loan arrangements to the clients through banks.Monitoring activities of marketing through signage & Local Media.

## Oct 2009– Feb, 2011, Edurite Technologies as Area Manager ( Bihar & Jharkhand )

***Key responsibilities***:- Promotion of the product of the company through direct end customer visits. Arranging Demos of the Product for the closure of sales.Promotion of the educational Contents developed by the company by visiting schools.

## April 2008 – Sep2009, Hughes Communication India Ltd. As Senior Associate Sales

***Key responsibilities:*** Selling the educational programs of the company through the establishment of the channel partners appointed by the company. Motivating the channel partners and their sales team in such a way which could lead to the maximum result in terms of sales both for the company and channel partner. Generating record of the potential students of the programs given by the company and getting the students to the center of the channel partner with the help of sales team of the channel partner.

**June 2006 – March 2008, IIPPT Foundation as Marketing Executive**

***Key responsibilities:*** Branding & Promoting for Pitsburg State University. Getting the students for the university from

consultancies & Institution. Student wise data management and development record presentation to the company. Getting the documents and the payments of the students and sending the students to the Head Office. Arranging the reimbursements of the consultancies from the company.

## October 2000 - April 2004, Trimurti Ventures Pvt. Ltd. As Sales Promotion Executive.

***Key responsibilities:*** Identifying the potential customers. Meeting with potential customers.Arranging the loans for the customers. Post sale service satisfaction maintenance.

## EDUCATION:

 MBA, Finance & HR,2006 from GIMS, Gunupur, Orissa

 Graduation, Accounts Honors, 2000 from Magadh University, BodhGaya, Bihar

 Intermediate, 1995 from BIEC, Bihar

 Matriculation, 1993 from BSEB, Bihar

## Additional Qualification:

 Diploma In Computer Application from creative computer Centre ,Gaya

## Personal Details:

Fathers Name : Mr. Arvind Kumar Sinha

Date of Birth : 21 Mar, 1978

Sex : Male

Marital Status : Married

Language known : Hindi, English

I hereby declare that above mentioned details are correct and complete to the best of my knowledge.

Date:

Place:

(Prashant Ranjan**)**