



CONTACT



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SKILLS

- * Leadership quality, Maintains accurate records of all pricing, sales, & activity reports.
- * Develops a business plan & sales strategy.
- * Prepares action planes by individuals as well as by team for effective search of sales leads & prospects.
- * Sales Leadership
- * New Business Development
- * Team Building, Team Management
- * Strategic Planning & Market Research
- * Business Analysis

PRASHANT GAURAV

Senior Sales & Marketing Head

Marketing Manager with 10+ years of success in developing strategic marketing plans to gain the loyalty of target audiences and boost overall sales. Solid track record of promoting businesses, service, products, and brands. Skilled in generating new business leads, forecasting budgets, and leading functions in the marketing department.

Work Experience

2015-2024

PG GLOBAL INFOTECH

Senior Sales & Marketing Head

Successfully performed all the marketing campaigning for leads generation & distribution.

Responsible for organizing and leading a team and developing, delivering the company's Sales & Marketing strategy within a specific region.

Generating new business by leveraging existing relationship, prospecting, conducting market analysis and launching campaigns.

2013-2015

Dintex Information system

Sales Manager

Conducted market research and analysis to identify new business opportunities and target potential Customers.

Developing and maintaining efficient & effective reporting system for tracking prospects from initial inquiry through to close.

2012-2013

Trustline Securities LTD.

Asst. Sales Manager

Deal with customer queries, analyzed prices ongoing market analysis and valuation of competitors, looking unique ways to enhance sales.

Education History

2012

IAMR GZB

MBA

2010

IAMR GZB

B.Sc. Biotechnology