

RAM PRABHAW**Email:** prabhaw.ram@gmail.com**Phone: (M)** +91 8892518506

A BCA (Graduate) who aspires to work in a globally competitive environment on challenging assignments with reputed organization in the IT sector that offers Opportunities for contribution delivering value to client counterparts - resulting client satisfaction, intern helping me learn and grow together with the organization.

PROFESSIONAL SYNOPSIS:

- 5 Years of extensive hands on experience in Sr.Pre-Sales Executive and Manual Test Engineer.
- Worked at DNB Management Application (Optical CRM) at Bangalore.
- 3 Month experience Uniorbit Technology as a Senior Associate Sales.

WORK IN DNB MANAGEMENT APPLICATION:

- Knowledge of configuration of special sales process such as consignments, contract and agreements
- Practical and system knowledge of business scenarios like Inquiries, Quotations, Contract and Sales Order processing, partner determination, text determination, Output determination
- Understand various scenarios in Sales such as Generate new leads, arrange meeting developing effective's sales plans using sales methodology like Cold calling, Live Chat, Social Media to create interest in product and services.
- Understand the configuration of the settings required for Partner Determination, Account Determination

CAREER RELATED SKILLS

- | | |
|---------------------------------------|---------------------------------------|
| • Sales and Distribution | • Productivity Planning |
| • CRM Tools | • Team/People Management |
| • A good Team Player | • Training & Mentoring |
| • Business Research and Data Analysis | • Business Research and Data Analysis |
| • Strategic Planning | • Software or website Manual Testing |
| • Live Chat | • Photoshop / Jascpaint shop Pro |
| • System Administrator. | • Customer Support |

COMPUTER PROFICIENCY

- CRM Tools, HTML, WSA, C, C#, MySQL, Desktop Support, Adobe Photoshop, etc.
- Windows OS, Microsoft Office with good MS Power Point and MS Excel skills including Macros

PROFESSIONAL EXPERIENCE**Sr. Pre-Sales Executive, Bangalore****(July/02/2015)****Key Responsibilities:**

- Played a key role of communicating with global clients for sales promotion, establishing business contacts in target markets -- through existing contacts, internal portals and direct mail campaigns
- Proficiency in analyzing the business needs, finding out the business problems and proposing solutions.

- End-to-end communication with clients and other stakeholders for scoping the project, requirement gathering, efforts estimation and identifying best and efficient ways to carry-out projects
- Efficiently handling projects that are solution-oriented and includes Market Research, competitive intelligence, market study, trend analysis and product benchmarking for business-to-business products
- Monitoring the budget allocation and effective utilization of resources (human, information, data, etc.)
- Purchase order follow-ups, on-time delivery management, project distribution as per the SLAs defined, tracking team's performance, looking for efficiency gains by regular monitoring

EDUCATIONAL CREDENTIALS

SSC	Sanskriti Vidya Mandir (Digwadih)	57.8%
Diploma In Computer Science	Nettur Technical Training Foundation (Bangalore)	62.79%
B.C.A	Annamalai University (Bangalore)	76.3%

ACADEMIC PROJECT COMPLETION

Client: NTTF Electronic City

Project Title : Voice Activated Alarm your own voice.

Project Location: Bangalore

Employment Type: Full Time

Project Details: In college life, we would rather perform routine tasks with voice activation instead pressing buttons. As a result of this, we have decided to design and implement a voice activated alarm clock.

Role: Testing

Role Description: Throughout the testing life cycle, they review each other's work, including test specifications, defect reports and test results.

Skills Used: Micro controller 8051, Proteus, and PCB designing.

PERSONAL DETAILS

Date of Birth: 19th May, 1993
 Languages Known: English and Hindi
 Location Preference: Bangalore /Jharkhand
 Nationality: Indian
 Gender: Male

DECLARATION

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 particular.

PLACE: - Bangalore

DATE:

Signature

Ram Prabhaw