



# Prahlad Kumar

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## Profile

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Prahlad is a highly competent at planning and executing web, SEO, email and social media advertising campaigns.

CHIEF LEGAL COUNSEL  
NIC LEGAL

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Prahlad has the innate ability to brainstorm and present incredible new and creative growth strategies.

CEO  
IWP

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Prahlad has real knack for generating truly original ideas and methods which constantly exceed clients' expectations.

CEO  
MEGA REALTY



- MBA (Marketing and IT) from Guru Gobind Singh Indraprastha University (Banarsidas Chandiwala Institute of Professional Studies, New Delhi – 2018-2020.
- B.Sc Physica (Hon's) from Magadh University- 2013-2016.
- Intermediate (Science) from Bihar School Examination Board – 2011-2013.
- 10<sup>th</sup> from Central Board of Secondary Education – 2011.
- Demonstratable track record of success supporting the marketing and commercialisation of multi million pound businesses.
- Strong digital and social experience and understanding.
- Strong team leader, with natural mentoring capabilities.
- Ability to anticipate issues and respond quickly, flexibly and creatively to solve problems and address commercial market challenges.

## Work history

June 2019 to July 2019  
Internship | **INTERNATIONAL WOMEN POLYTECHNIC, NEW DELHI**

I was responsible for the following activities:-

- Fixing meeting with Corporate HR departments.
- Negotiation, finding out suitable vacancies in the concerned organization.
- Discussing mutually with corporate HR Team in respect of placement of students pursuing courses in various domains.
- Liasoning for organizing campus interviews and taking feedback from the Corporate HR Team.
- Coordinating with corporate HR Team for issuing Offer Letter to the successful candidates and preparing candidates for joining.

## Work history (continued)

From 20<sup>th</sup> January, 2020  
Business Development Executive | **MEGA REALTY, GURGAON**

My role at Mega Realty includes:

## ACHIEVEMENTS

I devised a system at place for reconvincing clients who are dormant.

I have designed materialization mechanism for my present organization so that materialization should not take more efforts and result should come out in less efforts.

I created a killer piece of content for Clients and Marketing Department which attracted more clients in comparision to other organizations in the similar sector.

I have convinced many Entrepreneurs for the products in which my present organization is dealing which has resulted in high revenue generation and over all growth of organization and individual.

I have received many commendations from my CEO and immediate Managers which has given me opportunity to share my experiences and knowledge with juniors and new joinees.

- Planning and executing offline marketing campaigns.
- Maintaining, improving and growing clients
- Identifying, qualifying, and securing business opportunities; coordinating business generation activities; developing customized targeted sales strategies.
- Building business relationships with current and potential clients.
- Cold calling; making multiple outbound calls to potential clients; closing sales and working with the client through the closing process.
- Meeting all quotas for cold, active, inactive calls, appointments, and interviews; meeting or exceeding annual sales goals.
- Collaborating with management on sales goals, planning, and forecasting; maintaining short- and long-term business development plans.
- Understanding client needs and offering solutions and support; answering potential client questions and follow-up call questions.
- Collaborating with sales and leadership to secure, retain, and grow accounts.
- Creating and maintaining a list/database of prospect clients; maintaining a database of prospective client information.

## Skills

- Excellent written and verbal communication skills as well as strong time management skills.
- Computer Skills. MS Excel, MS word, Power point. Google Chrome. Mozilla Firefox, Internet Explorer etc.
- Leadership Skills.
- Strong drafting, Communication and Organization Skills.
- Excellent in Planning & Scheduling and Time Management, Coordination , Networking etc.
- Project Management.
- Strong Decision Maker.
- Complex Problem Solver.
- Service-Focused.
- Good attention to detail with a high level of accuracy.
- Highly creative with experience in identifying target audiences and devising digital campaigns
- Highly capable of brainstorming and presenting new creative growth strategies

### Hobbies and interests

When I'm not at work, I love going to the gym and keeping fit. I enjoy running regularly and always participating in Environment Protection Activities in groups and individually when alone.

I also love rowing and take part in local competitions.

### Certifications

- Management conclave on Big Data Analytics at BCIPS.
- National conference on Business Transformation through Green, Growth, Globalization and Governance at BCIPS.
- Participated in Advance Digital Marketing one day Workshop at BCIPS.

References available on demand.