

PRASANNA JOSHI

EXPERIENCE

SKYi FKUR Biopolymers Pvt Ltd


June 2020 till date


Assistant Manager - International Business

- Handling key customers account & generate business from them.
- To do Market Segment mapping for overseas business with different countries & generate leads for tapping business opportunities.
- Responsible for developing database of qualified leads through web based tools and search engines, emails, telephonic communication, prospecting, trade show lead generation, and other industry networking events.
- To develop initiatives to increase sales and international market development activities.
- Appointing Distributors & developing business through their territory. (Asia, Africa and Middle East
- Developing individual business plans for each country.
- Manage all customer communication and maintain effective relationship with all. So Customer retention and satisfaction
- Maximize all opportunities in the process of closing a sale resulting in increased market share globally.
- Contacting various embassies and trade associations for gathering market data.
- Execution of Export orders and handling complete export documentation.
- Should possess good analytical skill with command on MS Excel & PowerPoint to do the business data analysis for business support & sales presentations.
- Preparing weekly/ monthly reports & submitting in time.
- Responsible for managing social media/ website for overseas lead development.



CONTACT

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EDUCATION

2013-2017

BE Chemical -AISSMS, COE

SPPU - 72%

HSC - 2013 Passout - 68%

SSC - 2011 Passout - 86%

MBA - School of Open Learning
Under Pune University

Started - Jan 2020

SKILLSET

- Exceptional Communication and Positive Attitude
- Successful working in a team environment as well as independently
- Ability to work under pressure and multi-task
- Ability to follow instructions and deliver quality results
- Critical Thinking and Problem solving nature

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EXPERIENCE

Crescendo Worldwide
Assistant Manager - IV

Dec 2019 - March 2020

- Handling all International Venture Operations
- Identifying the correct prospect for client and explaining business proposal
- Arranging skype conference between customer and client and signing NDA's
- Client Base - Different Industries like Chemical, Electrical and JV's

A S Traders
Business Development Executive

June 2019- Dec 2019

- Creating new customer base for company
- Customer Support in terms of new plans
- Giving presentations for explaining new business plans

Clean Science and Technology Pvt Ltd
Sales Executive


Nov 2017 - April 2019

- Handling all process from PO to execution of order
- Handling all export business
- Co-ordinating with CHA and dispatch team for planning monthly dispatch
- Dealing with new customers and their requirements
- Handling customer plant visit
- Region covered - China, USA and South East Asia

CONTACT

 Status - Single - Female

 **Address -**

 A2, Swamiraj Vihar
Gruhacharna, Behing
Suncity Mart, Suncity Road,
Anandnagar - 51, Pune

CAREER OBJECTIVE

To work with maximum potential in a challenging and dynamic environment, with an opportunity of working with diverse group of people and enhancing my professional skills with learning and experience for career growth.

HOBBIES

- Trekking
- Reading Books
- Good Music
- Dancing