

Name: Prasad Suryavanshi
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Pune – 411020

Email Id: prasad_s14@yahoo.com

Telephone: 91-20-2541 0155
Mobile: 91-98508 48583 / 97677 55859

Curriculum Vitae:

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Work Experience:

- ✓ Working with Arista Capital Services. – Pune as a “Business Development” from Sep 2022 till date.
- ✓ Worked with BCD Travel India Pvt. Ltd. – Pune as a “Client Manager” from Apr 2012 till Jun 2020.
- ✓ Worked with Reliance General Insurance Ltd. - Pune as a “Sales Manager-Travel” from Jul 2010 till Apr 2012.
- ✓ Worked with Paramount Airways Pvt. Ltd. – Pune as a “Sr. Executive-Sales” from Feb 2009 till Jul 2010.
- ✓ Worked with Kingfisher Airlines Ltd. – Pune as a “Asst. Manager–Key Accounts” from Sep 2007 till Oct 2008.
- ✓ Worked with Girikand Travels Pvt. Ltd. - Pune as a “Sr. Executive-Sales” from Sep 2003 till Sep 2007.
- ✓ Worked with IMRB International - Pune as a “Team Leader” from Feb 1999 till Jul 2003.
- ✓ Worked with Neltronics India Pvt. Ltd. - Pune as a “Sales Executive” from Apr 1998 till Jun 1998.

✓ **Arista Capital Services.**

Company Profile:

Arista Capital is Bangalore based investment bankers working specifically with real estate developers, to support their funding requirements and business growth. Work across the capital structure, including both Equity and Debt. Expertise lies throughout the real estate value chain, from land acquisition financing to last mile funding, including inventory funding and take-out funding. Also, work closely with few institutions, with whom can explore customized solutions.

Job Profile: Business Development (Since September 2022 till date)

Collating and reporting the results of Marketing/Market Research/Signing up new accounts for the Company. Visit client frequently for development of personal relation and increase revenue volume. Gathering Market Intelligence. Coordinating with Developers for current activities and latest updates. Visit outdoor spots to identify new clients. Conducting regular visit to create visibility of company.

✓ **BCD Travel India Pvt. Ltd.**

Company Profile:

BCD Travel was founded on Jan. 3, 2006, when BCD Holdings N.V. announced its decision to purchase TQ3 Travel Solutions Management Holding GmbH and a majority interest in The Travel Company. These two companies were combined with WorldTravel BTI under one ownership to form BCD Travel. The company formally began trading under its new brand on March 31, 2006. As a leading provider of global corporate travel management, BCD Travel simplifies and streamlines the business of travel. This benefits our client’s organization on every level: from the bottom line to the business traveler. BCD Travel operates in more than 90 countries, with US \$17.2 billion in total sales and a combined worldwide workforce of 10,800. BCD Travel is a BCD Holdings N.V. company.

Job Profile: Client Manager (Program Manager) (Since April 2012 till June 2020)

Client Manager is the ‘Bridge’ between Company and Client, ensure that all the SLA’s are adhered, all the financial needs of the client are fulfilled, ensures timely submission and work out the profitability of the client. Develop rapport with key stakeholders, travel arrangers & finance teams at client to ensure the total satisfaction at all level. Encourage the client to undertake the periodical satisfaction survey and discuss the outcome of the same to ensure complete client satisfaction survey. Ensure team adheres to the agreed work flows and support the team for any challenges,

✓ **Reliance General Insurance Ltd.**

Company Profile:

Reliance General Insurance is one of India's leading private general insurance companies with over 94 customized insurance products catering to the corporate, SME and individual customers. The Company has launched innovative products like India's first Over-The-Counter health & home insurance policies. Reliance General Insurance has an extended network of over 200 offices spread across 173 cities in 22 states, a wide distribution channel network. It is also India's first insurance company to be awarded the ISO 9001:2000 certification across all functions, processes, products and locations pan-India.

Job Profile: Sales Manager - Travel (Since July 2010 till April 2012)

Heading entire Maharashtra. Responsible for Planning and handling a team of CSO. Collating and reporting the results of Marketing/Signing up new accounts for the Company. Visit client frequently for development of personal relation. Conducting activities to create visibility and increase the Revenue volume. Customer Satisfaction, Product Segmentation Studies. Conducting activities to create visibility. Coordinating with Agents and Corporates for promotional activities.

✓ **Paramount Airways Pvt. Ltd. – Pune**

Company Profile:

Paramount is the first to offer full business class services but at prices that are equivalent to the economy class fares of other carriers. Paramount is the first airline in India to launch the New Generation Embraer 170/190 Family Series Aircrafts. This brand new state-of-the-art, high powered jets airline was created with a vision - a dream to revamp air travel, taking it to higher vistas of comfort and class coupled with incredible economy-ensuring that the passenger, is guaranteed true value for money.

Job Profile: Sr. Sales Executive (Since Feb 2009 till June 2010)

Heading entire Maharashtra. Responsible for flight load, Customer Satisfaction etc. Visit client frequently for development of personal relation. Product Segmentation Studies. Conducting activities to create visibility and increase the volume in Loads and Revenue. Reporting the results of Marketing/Market Research/Signing up new accounts for the Company/Promotional activities. Visit outdoor spots for putting advertisements. Make the feasibility study of location on the basis of visibility and area. Coordinating with Agents and Corporates for promotional activities and latest updates.

✓ **Kingfisher Airlines Ltd - Pune**

Company Profile:

Kingfisher was one of the leading airline, Kingfisher was the first Indian airline to have in-flight entertainment (IFE) systems on every seat even on domestic flights. The inflight magazines were special editions of magazines owned by Mallya's media publishing house (VJM Media)

Job Profile: Asst. Manager – Key Accounts (Since Sep 2007 to Oct 2008)

Collating and reporting the results of Marketing/Market Research/Signing up new accounts for the Company/Promotional activities. Visit client frequently for development of personal relation and volume. Gathering Market Intelligence. Customer Satisfaction, Product Segmentation Studies. Coordinating with Corporates for promotional activities and latest updates. Conducting activities to create visibility.

✓ **Girikand Travels Pvt. Ltd. - Pune**

Company Profile:

Girikand Travels Pvt. Ltd. is one of the leading Travel Agency in Maharashtra.

Girikand is among the leading Travel Service provider for all type of Travel related things right from Air & Rail Ticketing, Visa, Passport, Hotels, and Group Tours Etc for Corporate as well as Walk in Clients. It has 350 Corporate Clients. The company headquarters is located in Pune (India) and have business offices in Maharashtra .

Job Profile: Sr. Executive-Sales (Since Sep 2002 to Sep 2007)

Responsible for Planning and handling a team of 5 people. Collating and reporting the results of Marketing/Signing up new accounts for the Company. Visit client frequently for development of personal relation. Customer Satisfaction, Product Segmentation Studies. Conducting activities to create visibility. Visit outdoor spots for putting advertisements. Make the feasibility study of location on the basis of visibility and area.

✓ **IMRB International - Pune**

Company Profile:

It's one of the largest and leading market research agency in India. Being a division of HTA, the leading ad agency it enjoys the distinction of having the biggest infrastructure in the industry. The company deals purely into market research having three specialized units for qualitative, corporate and media research.

Job Profile: Team Leader, at Pune office. (From Feb 1999 to July 2003)

Controlling and execution of various market research surveys in Pune & few Cities in Maharashtra. Executing Brand monitoring, Customer Satisfaction level, Products segmentation studies, Brand Imagery studies. Done various projects for various multinational companies. Responsibility also involved generating field force. Responsibility also involved preparing initial analytical reports on the base of primary data and presents it to seniors.

Educational Qualifications:

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| Major: | |
| Course: | Pursued MBA in Marketing. |
| University: | Pune |
| College: | Institute of Management Development & Research, Pune |
| Year: | 2009 |

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|-------------|--------------------------|
| Major: | |
| Course: | T.Y. B. Com |
| University: | Pune |
| Grade: | II |
| College: | University of Pune, Pune |
| Year: | 2006 |

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| Minor: | |
| Course: | Building Maintenance |
| University: | Pune |
| Grade: | II |
| College: | MMCC, Pune |
| Year: | 2001 |

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| Secondary: | |
| Course: | SSC (Secondary School certificate) |
| Board: | Maharashtra Board |
| Grade: | II |
| College: | Shishu Mandir, Khopoli |
| Year: | 1996 |

Personal Details:

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| Father's Name: | Maruti Vishnu Suryavanshi |
| Date of Birth: | 14 th February 1980 |
| Sex: | Male |
| Marital Status: | Married |
| Languages known: | English, Hindi, Marathi, Gujarati, Marwadi |
| Hobbies: | Riding Bike, Travelling, Listening Music, Trekking. |
| Nationality: | Indian |

I hereby declare that the above-mentioned information is true to the best of my knowledge. The originals of all the documents will be presented when and where required.

Thanking you,

Yours Sincerely,

Prasad M Suryavanshi