

# VISHNU PRASAD

## BUSINESS DEVELOPMENT MANAGER

### ABOUT ME

Versatile professional with **8 years** of business development and key account management experience, rooted in an engineering background. Adept at leveraging technical expertise to foster client relations and achieve sustainable business growth with proven success in expanding client portfolios, cultivating key relationships, and driving revenue growth.



+971-507-045957



vishnuprasadmm@yahoo.com



Al Karama , Dubai , UAE

### EXPERTISE

- Management Skills
- Creativity
- Digital Marketing
- Business Intelligence
- Critical Thinking
- Leadership
- Project Management
- Research and Strategy
- Negotiation and Persuasion
- Collaboration Skills

### PROFESSIONAL EXPERIENCE

#### **Business Development Manager** Funder Max GmbH (Max surfaces) - Sharjah 2022 - Current Job

- Cultivate and maintain relationships with key clients.
- Conduct market research to identify trends, competitors, and potential areas for growth.
- Develop and implement strategies to expand the customer base.
- Preparing financial projections and sales targets.
- Effectively communicate product features and benefits to clients.
- Analyse market trends, customer behaviour, and competitor activities.
- Collaborate with other departments, such as marketing and production, to streamline processes and improve customer experience.
- Producing reports for management

#### **Senior Business Development Executive** ARENCO - A A AL Moosa Enterprises (DFMC) - Dubai 2018 - 2022

- Demonstrating and presenting products.
- Negotiating contracts and packages.
- Attending trade exhibitions, conferences and meetings.
- Handling 5-star hotel projects.
- Establishing business by adding new clients.
- Prepares sales engineering reports by collecting, analysing, and summarizing sales information and application trends.
- Reviewing sales performance

#### **Major Projects Handled**

- Marriott harbour , Dubai - refurbishment
- seven tides internationals - world island project
- Staybridge suites and hotel apartments , Dubai - refurbishment.
- Hilton , Congo - new project

#### **Commercial Advisor** Innovations Group (Corporate Accounts) -Dubai 2016 - 2018

- Relationship management with customers and after sales service.
- Give better knowledge to the customer about the Product and close the deal.
- Maintain daily Sales MIS.
- Handled multiple products
- Analyse applicants' financial status and credit to determine feasibility of granting loans.
- Hold the credit of representing the organization at different venues.
- Demonstrating and presenting products.

## COMPUTER SKILLS

- Platform : Windows 7, 10, XP, Vista
- Application : MS Office
- Others : Abode Package

## LANGUAGES

- English
- Hindi
- Malayalam
- Tamil

## INTERESTS AND HOBBIES



## CAREER REFERNCES

- Samira  
samira@maxsurfaces.com  
Managing Director ,  
Max Surfaces , UAE
- Jitesh Mistry  
jitesh@dfmcllc.ae  
Regional Sales Manager  
DFMC , UAE
- Simon Deepak  
simon@innovations.ae  
Manager - Retail Banking.  
Innovations , UAE

## Engineering Intern

Air India Pvt Ltd. - India

2014 - 2015

- Participate in routine inspections of aircraft structures and systems.
- Assist in identifying and troubleshooting issues with plane components.
- Generate reports on inspection findings, repairs performed, and parts replaced.
- Stay informed about industry best practices and updates in aviation regulations.
- Contribute to quality control measures during maintenance procedures.
- Develop problem-solving skills by addressing real-time challenges in aircraft maintenance.

## AWARDS

- TOP REVENUE GENERATOR AWARD 2021
- DEAL CLOSER AWARD - 2020 DUBAI REFURBISHMENT.
- CROSS-FUNCTIONAL COLLABORATION AWARD 2021
- MARKET PENETRATION AWARD NEW CLIENTS DUBAI REFURBISHMENT 2019
- CLIENT SATISFACTION AWARD - 2020
- PERFORMER OF THE MONTH - 2017 LOANS& CARDS.
- HIGHEST REVENUE GENERATOR - 2017 PL

## EDUCATION

### Regional Institute Of Aviation / Engineering.

Aircraft Maintenance Engineering - Mechanical  
2011-2014

### Board Of Higher Secondary examinations - Kerala

Higher Secondary education - PCM  
2009-2011

## PERSONAL DETAILS

- Date of Birth : 20 / 07 / 1993
- Nationality : Indian
- Marital Status : Married
- Visa Status : Employment
- Driving License : Valid UAE drivers license