

PRAJITH PAZHAYOOR

BUSINESS DEVELOPMENT EXECUTIVE

#202 Ind-Win Rejoice
Aptmts, 8th Main,
Classic Paradise
Layout, Bangalore



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Career Objective



To be placed in a well- reputed company for challenging projects for a career encompassing personal and professional advancement in administration, logistics and communication where I can apply the knowledge and understanding that I have gained through my education and work experience and thereby make a significant contribution to the company.

SKILLS



DECISIVE THINKER
COLLABORATIVE
PROBLEM SOLVING

TIME MANAGEMENT
DISCRETE AND ETHICAL
MULTI TASKING

EXPERIENCE

BUSINESS DEVELOPMENT EXECUTIVE, Arab Transport

Doha, Qatar — Nov 2016 to Aug 2018

Arab Transport is a private transportation company in Qatar that delivers Transportation (Truck & Trailers), Limousine and Rent a Car service. The Company is considered one of the prime transport companies in Doha.



- Maintaining fruitful relationships with existing customers
- Researching organizations and individuals online (especially on social media) to identify new leads and potential new markets
- Contacting potential clients via email or phone to establish rapport and set up meetings
- Planning and overseeing new marketing initiatives
- Attending conferences, meetings, and industry events
- Preparing PowerPoint presentations and sales displays
- Contacting clients to inform them about new developments in the company's products
- Developing quotes and proposals
- Negotiating and renegotiating by phone, email, and in person

ADMINISTRATIVE OFFICER, Blumarc Solutions

Bangalore, India — Jan 2015 to Dec 2015

Blumarc is a Canadian information technology company that delivers consulting, systems integration and outsourcing solutions to their clients across the global industries.

- Organize and manage the work of direct reports to ensure that the work is accomplished in a manner consistent with organizational requirements
- Implement schedule and policy changes to meet the organizational requirements
- Provide administrative and technical assistance for those are receiving transportation-related grants
- Identify and analyze the client requirements

EDUCATION



MBA Marketing & HR

Dr. Ambedkar Institute of Management studies, Bangalore, Karnataka — 2013-2015

Bachelor of Computer Application

CV Raman University, Bilaspur, Chhattisgarh — 2010-2013

LANGUAGES



English : Advanced(Writing, Speaking, Reading)

Hindi : Intermediate (Writting, reading); Basic (Speaking)

Tamil : Basic (Speaking)

TECHNICAL SKILLS



Software Skill

Hardware Assembling

MS Office Suite

PERSONAL DATA



Date Of Birth : 26th February 1992

Sex : Male

Marital Status : Unmarried

Nationality : Indian

Passport No. : M1572934

Passport Expiry : 27-Aug-2024

Place: Bangalore, India

Date :

Prajith Pazhayoor