



Prasann Pandey

A SALES PROFESSIONAL

Results-driven and highly motivated sales professional with a proven track record of exceeding sales target. Seeking a challenging position in a dynamic organization where my skills in strategic selling and achieving revenue growth can be utilized.



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PUNE



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WORK EXPERIENCE

Assistant Manager

Kumar World

05/2025 -

Roles & Responsibilities

- Assisted in driving channel partner engagement & maintaining strong relationships to ensure consistent sales performance in an ongoing sustenance project.
- Executed weekend calling & partner connect initiatives to boost engagement & retail market interests.
- Was also involved in creating quarter wise brokerage slabs.

Asst. Manager- Sourcing

Maestro Realtek

05/2024 - 05/2025

Roles & Responsibilities

- Developed and implemented strategic plans to expand the company's channel partner network within the real estate industry.
- Collaborated with marketing and product teams to develop channel specific sales strategy, campaigns.
- Market research and analysis to identify business opportunities, competitive threats, and industry trends.
- Closely monitored & optimized channel partner performance.

Business Development Executive

BYJU'S (Think & Learn Pvt. Ltd.)

01/2022 - 12/2023

Roles & Responsibilities:

- Worked in B2C direct and inside sales.
- Worked with sales manager and team to develop and execute programs and drive pipelines to close the deals.
- Identified prospects and developed sales strategies to secure new business. This includes sales calls, competitive analysis, in-office demonstrations, direct mail, campaigns, and follow-up activity coordinated within that plan & approach.

Business Development Associate

AU Small Finance Bank

03/2021 - 01/2022

Roles & Responsibilities:

- Spearhead new business initiatives that resulted in 27% increase in overall branch revenue.
- Identified and pursued opportunities for market expansion, leading to the successful acquisition of new clients.
- Demonstrated in-depth knowledge of banking products and their applications.

INTERNSHIPS

Chemical Corporation

Ludhiana, Punjab

08/2018 - 01/2019

- Chemical Corporation is a prominent firm engaged in the chemicals, life science and general laboratory, acquired good knowledge in distribution & sales.

STRENGTHS

Sales Planning

Collaboration

Value Selling

Analytical Skills

Objection Handling

Teamwork

People Management

AWARDS

- Ace Performer 05/2022 - 08/2022
- 2 times best sales of the launch FY-21
BYJYU'S(Think& LearnPvt.Ltd.)

EDUCATION

Bachelor of Business Administration

Bhopal School of Social Sciences

05/2015 - 06/2018

INTERESTS

Artificial Intelligence

Traveling

Movies