



# PREM PRAKASH GIRI

## PROFILE

Experienced Business Development Manager with years of experience as a Sales Engineer, combining technical knowledge with sales expertise to identify opportunities, negotiate contracts, and deliver solutions that meet client needs. Proven track record in achieving sales targets, cultivating relationships, and driving revenue growth across diverse industries.

## CONTACT

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Dubai, UAE

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0566340535

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gpem034@gmail.com

## PERSONAL DETAILS

**DATE OF BIRTH:** February 13, 1994

**NATIONALITY:** Nepali

**VISA STATUS:** Visit Visa

**GENDER:** Male

**LANGUAGE:** Nepali, Hindi & English

## EDUCATION

### Master Of Business Administration

Kaplan Business School,  
Sydney, Australia

### Bachelor of Engineering

Visvesvaraya Technological  
University (VTU), Karnataka,  
India

## WORK EXPERIENCE

### Business Development Manager - Mark Construction, Bardiya, Nepal

*November 2021 – May 2024*

- Develop and execute strategic business development plans to expand market share and drive revenue growth.
- Lead sales presentations and product demonstrations, highlighting technical capabilities and value propositions to prospective clients.
- Collaborate with engineering and product teams to customize solutions and proposals that meet client requirements and address technical challenges.
- Negotiate contracts, pricing, and terms to close deals, resulting in increase in sales revenue year-over-year.
- Maintain strong relationships with existing clients, ensuring high levels of customer satisfaction and retention.

### Sales Engineer - Mark Construction, Bardiya, Nepal

*December 2020 – November 2021*

- Conducted product demonstrations and technical presentations to showcase features, benefits, and applications to potential clients.
- Collaborated with engineering and R&D teams to develop customized solutions and proposals based on client specifications and project requirements.
- Managed complex sales cycles and project timelines, ensuring on-time delivery and customer satisfaction.

### Customer Service Staff – Maroubra Seals Club, Sydney

*September 2018 – November 2020*

- Managed reservations, bookings, and inquiries efficiently using the venue's booking system.
- Handled guest complaints and issues promptly and effectively, ensuring resolution and guest satisfaction.
- Assisted in organizing and coordinating events, ensuring all details were executed according to plan.

### Site Engineer - National Reconstruction Authority, Dhading, Nepal

*December 2016 – January 2018*

- Prepare estimation BOQs, drawing and designing earthquake resistance houses.
- Reconstructed and built houses in earthquake affected areas with a budget up to approximately \$50,000 and supervised more than 300 houses during my tenure in this area.

## SKILLS

- Project management.
- Cost Estimation.
- Project Building.
- Public Relation.
- Sales forecast.