



PRABHATH KUMAR MISHRA



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An **Innovative Leader** with **entrepreneurial initiative** and vision who drives revenues and manages rapid growth profitably with a focus on building a strong corporate culture; targeting assignments in **Strategic Planning, Portfolio Management, Business Management & Development and P&L Management** with an organization of high repute

Industry Preferences:

- Commercial Real-Estate (Advisory & Management)
- Infrastructure
- Banking & FinTech

Career Timeline



Profile Summary

- In-depth experience of leading business operations across **Real Estate, Power, Oil & Gas (LNG Terminal), Energy & Banking sectors**
- Currently associated as **AVP – Sales & BD** with White Knights Realty Pvt. Limited
- **Key Strategist** with proficiency in translating business strategy into operational tactics; successfully managed P&L for business with **INR 1 Crore/year turnover**
- Successfully completed the **feasibility study of projects worth over USD 500 Million** through leading & structuring consortium formation and developing partnership structures with prospective partners through strategic negotiation
- Provided insight on **business decision-making process** through Investment Analysis, Financial Projections (planning, budgeting and forecasting), Transaction Restructuring and Financial Model Development
- Successful career chronicle in **turning around & establishing business**; enhanced the value of operating business units through process improvements focused on best practice implementation for efficient **Merger & Acquisitions**
- Developed & led successful execution of cross-functional programs in conjunction with **Product Marketing, Budgeting & Forecasting, Gap Analysis** and other key business expansion parameters; successfully managed **sales and operational functions** while **heading a team of over 7 members**
- Understanding of **diverse markets** as well as different models of business with expertise in **mapping market trends** to provide critical inputs for business development initiatives and formulation of selling and marketing strategies
- Strong business acumen with skills in conceptualizing robust plans for **market development** in different segments for better market penetration as well as driving innovation; steered efforts in **enhancing revenue by 120% Y-o-Y and market share by 30% Y-o-Y**

Core Competencies

Strategic Planning & Leadership

Business Development & Expansion

Strategic Alliances & Partnerships

P&L Ownership

Advisory & Consulting

New Business/ Start-ups & Business Turnaround

Portfolio Management

Project Execution & Governance

Mergers & Acquisitions/ Valuation/ JVs

Team Building & Management

Skill Set



Academic Details

- **1999 : MBA in Marketing**
from APS University, Rewa
- **1997 : M.Sc. (Physics)**
from Govt. PG College,
Satna, Mumbai
- **1995 : B.Sc. (PCM)** from
Govt. PG College, Satna,
Mumbai

Personal Details

- **Languages:** English, Hindi
- **Address:** UG-3, Plot No.
101-102, Pocket-1, Sector-7,
Ramprastha Greens, Vaishali
Extn., Ghaziabad - 201012

Organizational Experience

Since Feb`21	White Knights Realty Pvt Ltd	AVP-Sales
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Key Result Areas:

- Leading a **team of 5 Real Estate personals**
- Spearheading **business development functions**, ensuring achievement of revenue objectives & budgeted target by **restructuring sales strategies** and managing HNI Portfolio
- Conducting **Investment Analysis** which includes structuring deal (tax, finance) and creating financial models for decision-making
- Managing **client portfolios and other investment structures** and advising them on market conditions, prices, mortgages, legal aspects and related matters
- Developing a well-informed opinion using quantitative and qualitative inputs
- **Communicating portfolio strategy, positioning and performance**

Nov`19 -Feb 21	Glam Online Pvt Ltd	AVP-Business Development
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Key Result Areas:

- Leading a team of Business Development, including key accounts management
- Spearheading complete business development functions, ensuring achievement of revenue objectives & budgeted target by restructuring sales strategies and managing HNI Portfolio
- Conducting Investment Analysis which includes structuring deal (tax, finance) and creating financial models for decision-making
- Developed **pricing strategies for Advance Schemes & Products** by determining market potential; coordinated with Hospitality Cos, Jewelers, and local search engine to manage Joint Campaign
- Gained customer & market insights by leading **Market Research & Business Intelligence** functions to translate the same into new products/schemes

Mar'10– Dec'14	Mitsui & Co. Ltd.	AVP-BUSINESS DEVELOPEMENT
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Significant Achievements:

- Implemented long-term growth strategy to maximize ROI
- Front-led P&L operations, and developed business across South Asia regions from Power, Oil & Gas (LNG Terminal), and Energy sectors; identified Greenfield/Brownfield opportunities for investment by tracking financial projections and aspects
- Developed strategic plans at organizational & business unit level to expand business
- Kept updated with all regulatory & statutory aspects of Oil & Gas and Power sectors; coordinated with Technical Consultants and Engineering Companies to assess technical feasibility of the project
- Led bidding activities by evaluating new projects; restructured financial aspects for investment & bidding functions
- Spearheaded **Feasibility Study for Mangalore LNG Terminal Project** as well as **Power Project in DMIC Region** including defining scope of work, shortlisting & finalizing Consultants, negotiating contracts and finalizing the feasibility report
- Successfully led & executed **Smart Community Project Study** sponsored by METI Japan

Entrepreneurial Experience

Jan'15– Oct'19	MEDISTN Technologies P. Ltd	Founder
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Founder & CEO of Medistn Technologies (www.medistn.com) - platform for online booking of Pathology/ Laboratory Test

Significant Achievements:

- Acquired new clients and generated revenue and ensured long-term strategic alliances with new & existing clients
- Spearheaded complete business operations including Brand Evangelist, Thought Leadership, Sales, Business Expansion, Negotiation, Forecasting, Pipeline Development & Management, Team Leadership and Client Retention
- Prepared strategy and presentation to raise start-up funding

Previous Experience

○ Nov'07 – Mar'10	ICICI Bank LTD.	Manager – Corporate Investment
○ Jun'03 – Oct'07	Essel Mining & Industries Ltd.	AM Marketing
○ Feb'99 – May'03	Jakson Engineers Ltd.	AM - Project Marketing