

# Abhinav Prabhakar

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## Summary

I love to dig into customer problems and requirements and solve them with modern technology. I have enjoyed various positions as an executive in different roles and have been selling since 16. Being a Civil engineer and a BIM enthusiast have technical knowledge about the industry, which helps understand the customer's needs in a much better way.

## Experience

### **Business Development Executive**

Tathastu BIM Pvt Ltd

2022 - Present (4 months +)

We are providing services in the AEC sector

We offer the following services:

- CAD 2D/3D services
- CAD as-built drawing
- Interior and exterior 3D services
- Architectural BIM services
- Structural BIM Services
- Mechanical Drafting services
- Interior Visualization services
- Architectural Design Services
- NEN 2580 Matterport services

### **Analyst**

eClerx

Dec 2018 - Jan 2020 (1 year 2 months)

### **Business Development Associate**

PatentsKart

Jul 2018 - Dec 2018 (6 months)

- Cold calling and emailing prospects/firms in the US and Europe.
- Fixing up a meeting for a Business presentation.
- Conduct extensive market research.
- Lead generation through LinkedIn, Sales Navigator, and keyword research.

### **Site Engineer**

JATINDER CONSTRUCTION COMPANY PRIV LIMITED

Jan 2018 - Jun 2018 (6 months)

I was assigned 2 sites where my main work was to assist the Project Manager

- Procurement of materials

- Slab casting supervision
- Building construction supervision from sub to the superstructure
- Billing and cost estimation for tenders.

## Education



### **TechnoStruct Academy - TSA**

BIM Ready Complete- International certification in BIM Structure, Building Construction Technology

Sep 2021 - Present

Software Knowledge acquired-

AutoCAD 2D, 3D.

Revit (Architecture, Structure, and MEPF)

Navisworks

Enscape

Dynamo Basics

BIM 360

Scan to BIM



### **Matrix College, Montreal, Canada**

Postgraduate Diploma, Civil Engineering Technology/Technician

Sep 2020 - Sep 2021

Skills Acquired- AutoCAD 2D,3D and Civil 3D,



### **CHANDIGARH UNIVERSITY**

Bachelor of Technology, Civil Engineering

2015 - 2018



### **Tawi polytechnic**

Diploma of engineering, Civil Engineering

2012 - 2015

## Licenses & Certifications



### **CIR\_2021.10.08 - SimpleCert**

Issued Oct 2021 - Expires Oct 2022

2939509



### **Building Resilience - LinkedIn**

## Skills

AutoCAD • Revit • Microsoft Office • French • Business Communications • Digital Marketing • Autodesk Civil 3D • Resiliency • Navisworks • Building Information Modeling (BIM)