

## **PROFILE**

### **Mrs. Sowmiya Prabakar**

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### **Professional Summary**

Accomplished Director with extensive experience in overseeing business operations, strategic planning, and product development. Proven track record of significantly growing revenue, particularly in the contract manufacturing sector. Demonstrated expertise in enhancing business performance, attracting international clients, and leading teams to achieve organizational goals. Holds a Master's degree in International Business and a Post Graduate Diploma in Marketing Management.

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### **Professional Experience**

#### **Director**

*Taiyo Feed Mill Pvt Ltd*  
2020 – Present

- Directed overall business administration and played a key role in strategic planning and product development.
  - Led the expansion of the OEM manufacturing division, producing pet food for various major brands under their labels.
  - Achieved a remarkable revenue increase from ₹15 lakhs in 2020 to ₹11 crores in the financial year 2023-24 through strategic business development and customer acquisition.
  - Successfully attracted international importers, broadening the company's global market reach.
  - Implemented strategies to shift focus from own products to OEM manufacturing, driving significant growth and market presence.
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## **Education**

### **Master's Degree in International Business**

*University of Birmingham, UK*

### **Post Graduate Diploma in Marketing Management**

*LIBA, Chennai*

### **Bachelor of Commerce**

*Stella Maris College, Chennai*

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## **Skills**

- Business Development
- Strategic Planning
- Leadership and Team Management
- OEM Manufacturing
- Revenue Growth and Market Expansion
- International Business Relations
- Product Development

Yours Sincerely,



**Sowmiya Prabakar**