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| Mohit Thawani  **E-mail:**  **Thawani.mohit@gmail.com**  **Phone:**  **(+91) 9831144469,**  **9038044487**  **Address for Communication:**  **41- Lansdowne Terrace**  **Nikita Building**  **Kolkata - 700026**  **Permanent Address**  **41- Lansdowne Terrace**  **Nikita Building**  **Kolkata - 700026**  **Personal Dossier:**  **Father's Name :** Mr. Omprakash Thawani  **Date of Birth :** November 15, 1987  **Sex Gender :** Male  **Nationality :** Indian  **Languages :** English, Hindi & Bengali  **Martial status** **:** Married | *Professional Information.*  *Employed as Manager – Client relationship*  *Name of Firm.*  *Times Group- Times Internet Limited*  *Professional Qualification.*  **Course :**   1. **MBA in Marketing and Communication**   *Educational Qualification.*   * ***B.Com (Honours) (Session : June 2006 to June 2009)***   Bhowanipur Education Society, Calcutta University   * ***Higher Secondary (Class XII)( Session : 2006)***   St. Thomas Boys School, Kidderpore Kolkata (ISC)   * ***Secondary (Class X) (Session : 2004)***   St. Thomas Boys School, Kidderpore Kolkata (ICSE)  *Computer Proficiency*.   * Proficiency in MS-Office, MS - Word, MS - Excel, Power Point & Internet Applications. * Well versed with Online digital marketing, strategic planning, Team handling   Achievements / Hobbies   * Attended various camps organized by the B-school. * Interacting with people, Tours & Traveling. * Awarded Certificate of Merit in Presentations. * Interested in playing cricket & table tennis. * Working part time providing E-tutoring to students overseas and assisting them to overcome academic barriers. Total Experience of 1 years |

*Work Experience*

**The Times Group (Times Internet Limited),** as **Manager- Client Relationship** (Currently working)

***Work Exposure***

* Team handling and management
* Ad space sales and digital marketing
* Addressing the team for their targets
* Physical verification of the contract signed
* Sales call with the clients
* Data processing
* Content writing
* Documentation on daily basis in regards to the agreements.
* Co-ordination with the RM for reporting on daily basis
* Review the management skills within the city and steps to improve the same as required.
* Major Clients Handled
  + Specialty Group
  + Peerless group
  + Ambuja Realty
  + Club Salon (Enkon House)

**Venus Electric Company – Sales Person and Stock management (July 2006 – March 2009)**

***Work Exposure***

* Handling the stock of the company, re order level and the daily sales accounting
* Counter sales and Institutional sales
* Maintaining the books of accounts and daily sales records

***Internship***

**Yamaha Motors**, as a **Business developer.**

Period: April 2011 to July 2011.

***Work Exposure***

* Study the mechanism and the benefits of the vehicle
* Understanding the target market and sales proceeds of Yamaha
* Survey of the competitors like Bajaj and Honda
* Having a understanding of the consumer preference of competitors over Yamaha
* Made a project report on the entire survey of the three months with analysis and recommendations.

**(MOHIT THAWANI)**