

# MOHIT B VORA



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## CARRIER OBJECTIVE

**TO CHANNELIZE, UTILIZE AND SERVE MY POTENTIAL FOR THE SUSTAINABLE AND INCLUSIVE GROWTH OF ORGANIZATION AND SOCIETY**

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## SUMMING UP

- True channel sales hunter with quota performance to prove it
- An astute, vision & result oriented professional with **over 7+ years** of relevant experience in Marketing & Business Development, Brand Promotion, Client Relationship and Team Management with profit accountability and budget calculation.
- Attained proficiency in analyzing sales opportunities, strengths, implementing sales plans and setting a control mechanism so that organizational sales objectives are accomplished within prescribed budget.
- Building and maintaining BR & PR with clients, established high profit accounts with excellent levels of retention and loyalty.
- Distinction of exploring new markets, identifying key accounts, expanding client bases across the retail vertical for escalating turnovers & achieving desired targets/goals.
- Effective communicator, negotiator and customer centric with strong analytical, problem solving, leadership and organizational abilities.
- A keen strategist with expertise in managing entire operations with key focus on profitability & budget by ensuring optimal utilization of resources.
- Demonstrative skills in breaking new avenues & driving sales growth; establishing brands & bagging breakthrough orders with corporate sales and channel sales.
- Proactively conducting opportunity analysis by keeping abreast of market trends and competitor moves to achieve market-share metrics.
- Ensured successful ramp up of business assignments; while working in coordination with clients & ensuring effective service deliverables.
- Proficient in developing & streamlining systems with proven ability to enhance operational effectiveness and meet operational goals within the cost, time & quality parameters.
- Proficient in developing & maintaining relationship with clients for making them loyal towards brand and the company.



## CORE COMPETENCIES

Direct & Channels Sales  
Sales & Marketing Business Development  
Strategic Planning for Product Promotion  
Key Ac. Management GLOCALLY  
(Local + global)

Government Project Visioning & Coordination  
Leadership & Workforce Management  
Client Relationship Management  
Micro R & D –Analytical skill  
Strong Interpersonal & communication Skill



## SELECTED ACCOMPLISHMENTS

- ✓ Achieved sales target with positive consistency in every company as a key sales person.
- ✓ Successfully Managed team of number of executives including RM/BDM, ASM/BDE
- ✓ Achiever and witness to shape & establish new product to the well known Brand

- ✓ Worked under deadlines & as an active team member with willingness to accept responsibilities.

## **CAREER CHRONOLOGY**



### **SWAR ANIMS PVT LTD**

1<sup>st</sup> June 2011 to 30 May 2012

Worked as a Business Development Executive (**BDE**)

#### **Role play:**

- Identifying new sales leads
- Develops and manages relationships across the whole client base, discussing benefits and value at board level.
- Researching organizations and individuals online (especially on social media) to identify new leads and potential new markets
- Contacting potential clients via email or phone to establish rapport and set up meetings
- Attending conferences, meetings, and industry events
- Developing quotes, proposals and negotiating by phone, email, and in person
- Involvement of daily updates to all premium clients over calls and MOM(Minutes of Meeting)
- New Business Development and identifying new opportunities in existing accounts.
- Analyzing latest marketing trends and tracking competitors' activities and providing valuable inputs for fine tuning marketing strategies.
- Mapping client's requirements, attending / conducting business user meeting, project planning & scheduling and providing them customized business solutions.
- An effective communicator with distinguished abilities in leading & motivating workforce; imparting continuous on the job training for accomplishing greater Sales efficiency.
- Training personnel and helping team members develop their skills
- To manage the marketing function in a multinational environment and organizational behavior in cross-cultural business environments.
- Collate market intelligence to evolve market segmentation & penetration strategies for achievement of product wise targets

### **REJOICE IMPEX PVT LTD**

1<sup>st</sup> June 2012 to 24<sup>th</sup> March 2017

Worked as an **Senior Marketing Manager**

#### **Role play:**

- Develops and manages relationships across the whole client base, discussing benefits and value at board level.
- Implementing channel marketing plans set out by channel marketing team.
- Involvement of daily updates to all premium clients over calls and MOM(Minutes of Meeting)
- Managed million dollar RFPs and bids. Demonstrated excellence in Sales & Key Account Management and in rollout of new strategic business initiative.
- Giving feedback to marketing team on the success of sales promotions.
- Handled the team of corporate BDEs.
- New Business Development and identifying new opportunities in existing accounts.
- Analyzing latest marketing trends and tracking competitors' activities and providing valuable inputs for fine tuning marketing strategies.
- Mapping client's requirements, attending / conducting business user meeting, project planning & scheduling and providing them customized business solutions.
- An effective communicator with distinguished abilities in leading & motivating workforce; imparting continuous on the job training for accomplishing greater Sales efficiency.
- To manage the marketing function in a multinational environment and organizational behavior in cross-cultural business environments.
- Collate market intelligence to evolve market segmentation & penetration strategies for achievement of product wise targets

- Responsible for Acquisition and relationship management of existing clients

## **FLOURISH PUREFOODS PVT LTD (CLARIS GROUP OF COMPANIES)**

27<sup>th</sup> March 2017 to Aug 2018

Working as a **Sales manager**

Role play:

- Activation of Sales and customers
- To provide coordination between distribution and supply chain management
- Troubleshooting queries regarding sales and channel management
- Identifying new sales leads
- Develops and manages relationships across the whole client base, discussing benefits and value at board level.
- Researching organizations and individuals online (especially on social media) to identify new leads and potential new markets
- Contacting potential clients via email or phone to establish rapport and set up meetings
- Attending conferences, meetings, and industry events
- Developing quotes, proposals and negotiating by phone, email, and in person
- Involvement of daily updates to all premium clients over calls and MOM(Minutes of Meeting)
- New Business Development and identifying new opportunities in existing accounts.
- Analyzing latest marketing trends and tracking competitors' activities and providing valuable inputs for fine tuning marketing strategies.

## **URJA PRODUCTS PVT LTD**

18<sup>th</sup> December

Working as a **Marketing manager**



### **ADDITIONAL ACHIEVEMENTS**

- Being Topper in Masters of business administration.
- Presented national level seminar on '**Effect of controlling sub-conscious mind**' and '**Channelizing your Potential**'
- Playing role of leadership in yogi divine society (religious society) for handling mass of 150 youngsters.
- Has given number of seminars on how spirituality affects life style and control thoughts.
- Throughout distinction in entire education.



### **ACADEMIC CREDENTIALS**

- **MBA (Marketing)** from SPCAM, Anand, GTU in 2011 with topper in college with distinction.
- **BE EC (Bachelor of Engineering in electronics and communications)** from Atmiya college, Rajkot Saurashtra University with distinction.
- **12<sup>th</sup> Science** G.S.H.E.B.Board from Swami vivekanand igh school Junagadh District, Gujarat with 71 % distinction.
- **10<sup>th</sup>** from G.S.H.E.B Board Alpha School Junagadh District, Gujarat with 87 % distinction.



## **PERSONAL DETAILS**

Name : Mohit B Vora  
Father Name : Bhuvnesh C Vora  
Current Address : I-702, Sahaj Solarium - 1, Rajyash City, South Vasna Ahmedabad - 380007  
Permanent Address : "Anugrah", Opp Vasudha Appt, Shitalnagar, Behind Jalaram Soc, Junagadh  
362001  
Mobile No. : +91-9712993836  
Hobbies : Guitar, Photography, painting, Chess, Poetry, Singing  
Language Known : English, Hindi & Gujarati  
E-mail Address : mohvo1986@gmail.com  
Date of Birth : 24<sup>th</sup> November, 1986  
Gender : Male  
Marital Status : Married

**Date** : 16/04/2017

**Place** : Ahmedabad

**Yours Faithfully,**

Mohit Vora