

MOHIT ASSUDANI

ASST. GENERAL MANAGER (AGM) – LEASING

ESR GROUP – APAC’S LARGEST REAL ESTATE MANAGER



PROFILE BRIEF

- Result-oriented professional with more than **9 Years** of experience in Sales & Marketing across sectors viz. Industrial Real Estate, IT Consulting & e-Commerce.
- Skilled in Strategic Prospecting, Qualification Questioning, Objection Handling, Transaction Management, Negotiations & Post-sales Relationship Management.

WORK EXPERIENCE

ESR Development Partners LLP (Asst. General Manager – Leasing), Ahmedabad, Gujarat		Nov’21 - Present
Responsibilities	<ul style="list-style-type: none"> • Managing Leasing & Land Acquisition within Strategic Industrial corridors of Gujarat region in coordination with Local Partners. • Single Handily Managing Business Acquisition through Prospecting, Networking & Relation Building for Gujarat Parks. • Handling Activities for Creating Market Visibility of two parks situated in Sanand & Becharaji. 	
Achievements	<ul style="list-style-type: none"> • Promoted to the Role of AGM (Asst. General Manager) from Sr. Manager in short span of 1.5 Yrs based on extensive performance. • Leased out ~4.5 Lac Sq Ft Industrial Building to a Multi-National Auto Ancillary (EV Business) Company. • Leased out ~1.5 Lac Sq Ft Industrial Building to a Japanese Multi-National (Auto Ancillary) Company. 	
Initiatives	<ul style="list-style-type: none"> • Development of strong relationship with Industries, IPCs, Brokers, Investment Promotion Agencies, Trade Bodies, International Business Associations, Bilateral Chamber of Commerce, Hon’ble Consul Generals, etc. for developing business contacts. 	
Mahindra World City Developers Ltd. – Mahindra Group (Manager – BD & Marketing), Ahmedabad, Gujarat		Mar’18 – Oct’21
Responsibilities	<ul style="list-style-type: none"> • Captured Business from International/National Market through Strategic Prospecting. • Managed Annual Budget and Planned Marketing & Promotional activities in coordination with the Marcomm Teams. • Created a portfolio of VASP (Value-Added Service Partners) by partnering with Banks, Fund Houses, Construction Partners, etc. 	
Achievements	<ul style="list-style-type: none"> • Qualified Member of Mahindra Shadow Board – FY’21 instituted with a view of getting fresh Business Ideas. • Member of The Mahindra Way – Business Excellence Model to promote the adoption of productive Group Policies in Business. • Recognized with a Platinum Card by the Business Head for managing effective participation in VG Global Summit 2019. 	
Initiatives	<ul style="list-style-type: none"> • Effectively Managed Brand Awareness programmes for Mahindra World City’s Industrial Park business at PAN India locations. 	
eSec Security Consultants Pvt. Ltd. (Manager – Business Development), Ahmedabad, Gujarat		Mar’15 – Mar’18
Responsibilities & Impact	<ul style="list-style-type: none"> • Creation of Regional and National Leads/Opportunities and converting them into Sales/Business. • Designed techno-commercial proposal based on Site Survey. Managing Bid submissions for Government/Private tenders. 	
Achievements	<ul style="list-style-type: none"> • Awarded & Recognized as a Best Contributor 2016 by Company Directors. 	
Initiatives	<ul style="list-style-type: none"> • Secured Safe City Projects for the organization across Tier-I & Tier-II cities of Gujarat & Punjab. 	
Askme.com – Flagship Product of Getit Infomedia Pvt. Ltd., Yellow Pages (Digital Account Manager - Sales), Ahmedabad, Gujarat		Jun’14 – Mar’15
Responsibilities	<ul style="list-style-type: none"> • Engaged with SMEs & Corporates for pitching Premium Listing on Voice service (0-444 444 4444), Askme.com portal and AskMe Android/iPhone based Application. • Engaged with retailers for providing them virtual space on e-commerce website i.e. Askmebazar.com. 	
Achievements	<ul style="list-style-type: none"> • Secured PAN India annual listing business from premium clients viz. Mercedes-Benz, Country Inn & Suites, etc. 	

ACADEMIC QUALIFICATIONS

Degree / Examination	Institution	% / CGPA	Year
MBA, Marketing	National Institute of Cooperative Management, Gandhinagar, Gujarat	8.24/10.00	2014
B. Tech, Electronics & Communication	Jodhpur Engineering College & Research Centre, Jodhpur, Rajasthan	74.47%	2012
Class XII, HSC	C U Shah Higher Sec. School, Ahmedabad, Gujarat	64.60%	2008
Class X, SSC	St. Ann’s High School, Ahmedabad, Gujarat	79.00%	2006

CORPORATE AUTUMN INTERNSHIP

Dexter Consultancy Limited, Ahmedabad	Analysis and interpretation of Questionnaire on Consumer behaviour related to Telecommunication service providers, Study of retailers Buying and Decision-making Behaviour amongst B.O.P (Bottom of pyramid) across Gujarat & Business opportunities for KPO industry in Dubai.	2013
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PROJECTS & INTERNSHIPS

MBA Project, Trend Analysis	Interpreting & Analysing Visual Cues present in newspaper ads of selected product categories	2014
B. Tech Project, PCB Design	Solar Panel based battery charger (Ni-cd, Li-ion & Lead Acid). & Inverter with a charging provision via Solar Panel.	2012
ISRO, Summer Internship	Development of Software for PCI Based MIL- STD 1553B Tester/Simulator Card. (Platform: Microsoft Visual C++)	2011

EXTRA-CURRICULAR ACTIVITIES

Motivation Speaker, NICM	Invited as Speaker Alumni for sharing experiences on “International Market and Cross-cultural Behaviour” for MBA Batch 2018.
Shotokan Karate, Green Belt	Honoured with Green Belt with a strong hold on Defending Moves.

PERSONAL DETAILS

Residence Address	C-104, Saral Ninety, Opposite Shraddha Bungalows, Behind 4D Square Mall, Motera, Ahmedabad, Gujarat – 380 005
Date of Birth	26 th June 1991
Marital Status	Married
Contact Details	mohitassudani.nicm@gmail.com +91-99099 11525