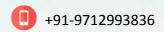
MOHIT B VORA







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

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

1st 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 crosscultural business environments.
- Collate market intelligence to evolve market segmentation & penetration strategies for achievement of product wise targets

REJOICE IMPEX PVT LTD

1st June 2012 to 24th 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 crosscultural 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)

27th 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

18th 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.
- 12th Science G.S.H.E.B.Board from Swami vivekanand igh school Junagadh District, Gujarat with 71 % distinction.
- 10th from G.S.H.E.B Board Alpha School Junagadh District, Gujarat with 87 % distinction.



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 : 24th November, 1986

Gender : Male

Marital Status : Married

Date: 16/04/2017 Yours Faithfully,

Place: Ahmedabad Mohit Vora