**Monica S. Mohod**

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### **OBJECTIVES: -**

To work in a challenging environment where I can explore my Experience, basic skills and learning’s and to secure a challenging position in an organization where I can effectively contributemy Skills.

### **ACADEMIC PROFILE: -**

|  |  |  |  |
| --- | --- | --- | --- |
| COURSE | BOARD/UNIVERSITY | YEAR | MARKS% |
| SSC | CBSE | 2007 | 54% |
| HSC | CBSE | 2009 | 56% |
| BBA | RTMNU | 2012 | 62% |
| MBA (Marketing) | PUNE | 2014 | 61% |

**WORK EXPERIENCE: Total sales experience more than 3 years with respective companies (PepsiCo , HUL and AJE )**

*PRESENT WORKING - AJE INDIA PVT LTD - AREA SALES MANAGER currently working in Mumbai location*

*duties : -handling 7 distributors and wholesalers in a given territory .*

*- Team of sales executives , sales supervisors and salesman*

*- total turnover is more than 70 lacs.*

*-Reporting to Regional sales manager.*

*- dealing with retail outlets for generating sales revenues and resolving their issues .*

*Experience 2– HINDUSTAN UNILIVER PVT LTD- SALES EXECUTIVE Nov 2015– May 2016- MUMBAI LOCATION*

***Duties:***

* Managing the sales process for new prospects, from initial contact through to closure.
* Dealing with customer enquiries face to face, over the phone or via email.
* Contacting prospective customers and discussing their requirements.
* Achieving all revenue targets & objectives in line with the Area Business Plan.
* Working closely with the marketing team to produce any sales collateral required for the target market.
* Reporting business trends and area performance to the Area Sales Manager.
* Developing & maintaining successful business relationships with all prospects.
* Identifying what customers want.
* Planning and organizing the day to ensure all opportunities are maximized.
* Developing a full understanding of the business market-place
* Making executioner planner report for sale man
* Team handling(team members were 15)
* Simultaneously Handling 2 merchandiser for execution and visibility of Kwality walls stock in market.
* Maintaining KPI’s
* Recruitment & training of salesman
* Co-coordinating with manufacturing unit for Prompt delivery of product to Distributor
* Daily follow-ups and work with of salesman
* Taking care of claims and ROI of distributors

*Experience 3 – PEPSICO INDIA PVT LTD- SALES EXECUTIVE Octomber 2013 – Nov 2015- PUNE AND MUMBAI LOCATION.*

***KEY SKILLS AND COMPETENCIES***

· Can create and deliver convincing arguments to an executive audience.

· Ability to manage multiple commercial processes.

· Ability to evaluate tasks and suggest improvements.

· Ability to prioritize workload; work effectively under pressure and to tight deadlines.

· Ability to present, discuss and propose at a senior level.

· Superior time management skills and strong attention to detail

### ***ACHIVMENT AND ACCOMPLISHMENT***

* Got Award for best EDGE SCORE 2014 in PEPSICO INDIA HOLDINGS PVT LTD.
* Added 112 new outlets in Direct market(Mumbai) PEPSICO.
* Added 100 new outlets in Distributor market (Pune) PEPSICO & Added 109 new outlets in kwality walls division in HUL (Mumbai).
* Having experience of direct & indirect market in PEPSICO & HUL Companies.
* Knowledge of BEVERAGES market& ICE CREAM market in Mumbai as well as in Pune
* In HUL Achieved best execution award in Central line of Mumbai territory.
* Created 3 distributors in Mumbai for AJE INDIA pvt ltd.

**Computer skill**

* Knowledge of MS Office.

**Current salary annually**

* 4.8 Lac Annually.
* Notice Period of 15 days.
* NAME: Monica Mohod
* DATE OF BIRTH : 12 JAN 1990
* GENDER : FEMALE
* MARITAL STATUS: UNMARRIED
* LANGAUGES KNOWN: ENGLISH, HINDI AND MARATHI.