



MOHIT ASSUDANI

To be associated with a progressive organization which can provide me with a dynamic work sphere to extract my inherent skills as a professional, appreciates innovative ideas and allows me a scope for a good professional growth.

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Profile Summary

- Result-oriented professional with more than 3 years of experience in Business Development
- Presently associated with eSec Security Consultants Pvt Ltd as Manager (Business Development)
- Skilled in customer analysis, resource planning, designing, generating reports with quality management in business reports
- An effective communicator with excellent relationship management, interpersonal and negotiation skills



Core Competencies

Effective Communication	Straight Forward	Well Organized	Enthusiastic	Responsible	Effective Negotiator
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Work Experience

1) eSec Security Consultants Pvt Ltd, Ahmedabad(March'15 – Present)

Designation : Manager (Business Development)

Company Profile:

eSec Security Consultants Pvt. Ltd. is a professionally managed System Integration venture operating in electronic and physical security systems, automation systems and communication systems which manages consulting, procurement, installation and maintenance services.

Role:

- Creation of new local, regional and national leads/opportunities by regularly approaching clients and consultants.
- Owning leads passed on by top management/existing client referrals/leads generated through other sources.
- Setting up client appointment and making initial introduction and presentation.
- Engaging with prospective clients and studying their budgets and requirements. Helping the client understand appropriate solutions.
- Designing Solution based on site survey, other field data and information obtained from client.
- Creating overall Proposal Document including BOQ (Bill of Quantity), Commercial Quotes and document.
- Engaging with Client Commercial/Purchase decision makers and Closing the Leads/Opportunities and obtain purchase/work order.
- After getting work order in consultation with top management co-ordinate assignment of project to a project manager.
- Co-ordinate with Accounts team on raising relevant Invoices as per the terms of Sales.
- Regular interaction with OEM's and distributors to keep abreast of the latest developments in the technology and solutions available with them.
- Implement and monitor Sales and Marketing strategies.

2) ASKME, Ahmedabad(June'14 – March'15)

Designation : Digital Account Manager - Sales

Company Profile:

AskMe, the flagship product from Getit Infomedia, is one stop destination to find information related to anything and everything be it restaurants, travel, matrimony, jobs, education, mobile, gadgets, etc. They cater to immediate and impulsive requirement of information on mobile, internet and voice.

Role:

- Meeting SMEs & corporates with prefixed appointment for selling them premium (paid) listing on Voice service (0-444 444 4444), Askme.com portal and Ask me Android/Iphone based Application.
- Meeting retailers for providing them virtual space on e-commerce website i.e Askmebazar.com.



Education Timeline



Internship

1) Dexter Consultancy Limited, Ahmedabad

Period: 8 Weeks

Description:

- Analysis and interpretation of Questionnaire on Consumer behavior related to Telecommunication service providers
- Product test and product feasibility study for a food supplement product
- Secondary research for eco-friendly schools
- Study of retailers buying and decision making behavior amongst B.O.P (Bottom of pyramid) across Gujarat
- Business opportunities for KPO industry in DUBAI (For DEXTER consultancy)

2) Indian Space Research Organization(ISRO), Ahmedabad

Period: 8 Weeks

Description:

Development of software for PCI Based MIL- STD 1553B Tester/Simulator Card



Academic Projects

- Interpreting & analysing visual cues present in newspaper ads of selected product categories : A longitudinal observational study of TOI & GS

- Solar Panel based battery charger (Ni-cd, Li-ion & Lead Acid)
- Medium power inverter operated through a 12V battery which would be charged by a solar panel (Major Project)



Achievements

- Awarded with certificate of "Best Contributor 2016" by eSec Security Consultants Pvt Ltd for Business generated in 2016
- Axis Certified Professional(Network Video)
- Milestone Professional Certified(Video Management Software)
- Arecont Vision Cameras CPCP Advanced Certified
- Juniper Networks Certified
- Workshop on international market and cross cultural behaviour
- Workshop on Body Language by Tenth Muse Image Management
- Workshop on Robotics
- Green Belt holder in karate



IT Skills

- MS Office: Word, Excel, PowerPoint & Visio
- Software: SPSS, AutoCAD



Interest

- LAN gaming
- Swimming
- Surfing internet and being updated to latest technologies



Personal Details

- Name: Mohit Assudani
- Father's Name : Mr.Bheeman Assudani
- Date of Birth: 26th June 1991
- Gender: Male
- Languages Known: English, Hindi, Gujarati & Sindhi
- Address: B-2, Sunderam Complex, Near New Rly Colony, Sabarmati, Ahmedabad-380019



References

- 1) Dr. Harishchandrasingh Rathod (Professor –NICM)
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- 2) Prof. Krunal Joshi (Assistant professor –NICM)
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I hereby acknowledge & authenticate, every bit of information mentioned in this document as correct by all means.

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