

## Curriculum Vitae

### ROHITKUMAR GAIKWAD

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### Summary:

MBA with specialization in marketing with experience of 2+ years in enterprise mobility software sales. Currently associated with 1Mobility India Pvt. Ltd. as business development executive. Experience in coordinating with customers; implementing procedures for business excellence. Truly passionate about my work and always eager to connect with other marketers.

### Professional Experience:

**Organization** : 1Mobility Pvt. Ltd.  
**Designation** : Business Development Executive  
**From** : June 2015 to till date

### Responsibilities at 1Mobility

- Develop and create a client base of potential contacts to service client's requirements.
- Identify potential clients, develop relationships, and build trust and confidence in these clients.
- Act as account manager for various clients.
- Building, managing portfolio of clients and prospective clients that are aligned with our market's strategy.
- Building top of mind awareness through effective phone calls, which foster a consultative relationship and increased business with the client.
- Efficient usage of reporting tools.
- Extensive experience in cold calling, lead generation and e-mailing.
- Handling complete sales cycle.
- An effective communicator with good people management and client serving skills.
- Experience in managing and executing promotional activities/events and escalating business, profitability and market coverage.
- Extensive experience on virtual and direct presentations.
- Timely follow up with the vendors so that we do not lose any business opportunity.
- Expertise in developing and maintaining long term business relationships with key accounts in a very competitive market.

### Educational background:

- MBA with marketing specialization from University of Pune with first class.
- Bachelor of computer science from University of Pune with second class.
- HSC from Maharashtra board with second class.
- SSC from Maharashtra board with first class.

### Achievements:

- Certified digital marketing professional from school of digital marketing, Pune.
- Passed C-DAC exam with "A" grade.
- Successfully completed the Descriptive Analytics module under IBM Education for business transformation program. On IBM Cognos BI 10.2

### Extra Curricular Activities:

- Volunteered in Natrajan education foundation launch program organized by VIM, Pune.
- Attended in national level HR- IR conclave 2013 organized by VIM & CII at hyatt, Pune.

- Paper presented in 5<sup>th</sup> national conference “The SMAC code – embracing new technologies for future” organized by VIM, Pune.
  - Volunteered in “E-week” event organized by VIM, Pune.
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**Personal details:**

Date of birth: 07<sup>th</sup> January 1990

Languages known: English, Marathi and Hindi.

Passport details: L3593696