

## Mohit Jacob

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## OBJECTIVE

Seeking a challenging career in sales & marketing to utilize my skills for professional growth.

## SKILLS

International Sales & Marketing  
Business Planning & Strategy  
Leadership  
Contract Negotiation  
MS Office  
Learning  
Patience and Grow

## EDUCATION

Bachelor of Commerce  
2011-2014  
CV Raman University

## HOBBIES

Reading  
Meditating  
Browsing  
Riding and Driving  
Listen to Motivational Speakers

## PERSONAL DETAILS

Born: May 17, 1992  
Nationality: Indian  
Marital Status: Unmarried  
Sales Experience: 4+ years

## WORK EXPERIENCE

**Marketing Executive | Linear Automation & Solutions Fujairah, United Arab Emirates (B2C and B2B)**

[www.linear-as.com](http://www.linear-as.com) | June 2018 – Dec 2018

- Prepare statistics on the sales performance development and data, investigate the fluctuations and highlight the reasons to the regional sales team.
- Review and understand areas and suggest pro-active measures to improve the bottom line of the company.
- Monitor and provide reports on performance vs. budget and communicate results with sales team.
- Maintain and update regional tariffs.

**Sales Executive | Sphinx Marine Equipments Trading LLC  
Ajman, United Arab Emirates (B2C and B2B)**

[www.sphinxmarine.ae](http://www.sphinxmarine.ae) | May 2016 – May 2018

- Increase customer base for servicing and supply of Marine equipment on behalf of Sphinx Marine which are related to Radio Navigation, Communication and Safety (includes Radar, Life-raft, etc.)
- Sourcing clients with better information and demanding the durability with better upgraded features.
- Building client relationship and getting new references with positive result.
- Tendering, Negotiating and constructing sales contract.
- Role player for collection after finishing deals.

**Sales Agent | Credence Resource Management, LLC**

**Pune, India | (B2C) | [www.credencerm.com](http://www.credencerm.com) | Aug 2015 – Nov 2015**

- Responsible to collect the debt from the account holder.
- Stimulate the customer by offering valuable options in order to clear debt.

**Sales Associate | Tata Consultancy Services**

**Pune, India | (B2C) | [www.tcs.com](http://www.tcs.com) | Oct 2014 – July 2015**

- Meet daily, weekly and monthly targets as set by the Process Manager under the supervision of Team Leader.
- Interacting with customer on a regular basis to understand their insurance requirements and provide best solution.

## **Self-Description of Sales Journey**

- Starting journey with corporate made me learn up and downs of the market, dealings and close deals through negotiations and above all understanding the individuals I meet.
- Working in a team environment and win the leads and chasing targets were something amazing which thrilled me towards the incentive.
- Life goal is something to learn every day and every sphere of your moment whether they are through your senior or junior.
- Indian market was the start up for me where I was door to door sales person, visiting home and market, selling the utensil.
- After joining Tata Consultancy Services (TCS) I got to learn much more responsibilities which was including taking care of the product on behalf of client.
- During journey with TCS I got an opportunity to work with client (Bajaj), the job which was offered from the Regional Sales Manager of Bajaj to work under the payroll of Bajaj.
- Making me keen and learn more I made a step towards Dubai where I build to learn International market while working in Dubai.
- Dubai market gave me exposure Internationally which gave me the opportunity to deal with the people/market from Russia, Italy, France, Greece, South Africa, USA, Cyprus, Singapore, Philippines, Egypt, China, Japan, South Korea, India.

## **Responsibility Experience**

- Responsible for winning, maintaining and expanding relationship with assigned channel partners and clients. These channel partners and clients are based on different geography.
- Establish professional relationship with key personnel in assigned partner and client accounts.
- Coordinate the involvement of company personnel including support and management resources in order to meet partners performance and objectives.
- Meet assigned targets for profitable sales volume and strategic objectives.
- Sells through partner organisations to end users.
- Manage potential channel conflict with other sales channels by fostering excellent communication.
- Maintains high partner satisfaction ratings that meet company standards.
- Drives adoption of company programs among assigned partners.