

# Mohnish Kumar Sahu

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**Seeking senior level assignments in Business Development / Sales & Distributor Management / Key Account Management with a growth oriented organization.**

## Professional Synopsis

- A professional with over 14 Months experience in sales & marketing. Expertise in marketing and sales functions for accomplishment of given business targets in the specified parameters.
- **Presently working with Perennial Technologies Pvt. Ltd., Pune as a Team Member Sales.**
- A Result Oriented Sales Professional with over 14 months of experience in the areas of Sales & Marketing, Business Development, Key Account Management and Team Handling.
- Well organized with a track record that demonstrates self-motivation, creativity, ownership and initiative to achieve set goals.
- Demonstrated proficiency in Key Account Management towards garnering the expected business growths and market shares.

## CORE COMPETENCIES

### Key Account Management

- Networking with the respective clients, generating business from the existing accounts and achieving profitability and increased sales growth.
- Identifying prospective clients from various sectors, creating new business opportunities, generating business from existing account, thereby achieve business targets.

### Sales & Marketing / Business Development

- Utilizing client feedback & personal network to develop marketing intelligence for generating leads; conducting competitor analysis by keeping abreast of market trends and achieving market share.
  - Analyzing & reviewing the market response/ requirements and communicating the same to the marketing teams; exploring and developing new clients and negotiating with them for securing profitable business.
- Create an environment that sustains and encourage high performance.
  - Assure the Client order delivered on time.
  - Coordination with operation, service and logistic team.
  - Feedback collection from clients for the better services.

## CAREER CONTOUR

2<sup>nd</sup> May 2016 to Till Date, Perennial Technologies Pvt. Ltd., Pune

### Team Member Sales

- Achieve sales targets through proper planning and proper market visit.
- **Team Member Sales**, Handling Rs. 3 Cr. Annual turnover for existing rental or lease client.
- Reporting the activities on daily basis to Team Leader. And also prepare daily sales report in Excel.
- Timely Collection of payments from clients.
- To ensure after sales service- strong Coordination with operation, service and logistic team.
- Responsible for new business development and maintain a good relationship with existing clients.
- Generating the leads through Tele calling, cold calling.
- Fixing the meetings in the companies.
- ❖ **Product/Services: DG set, transformer, air compressor, chillers, D- watering pump & D-watering system. All product are rental and lease.**

## EDUCATIONAL OVERVIEW

**MBA in Marketing & Finance** with 61% marks in 2016 from Institute of Business Management & Research, Indore.

**B. Com (Honors)** with 65 % marks in 2014 from RCCM, Indore.

**12<sup>th</sup> (Commerce)** with 63% marks in 2011 from Kendriya Vidyalaya, Jhagrakhand.

**10<sup>th</sup> (All Basic Subjects)** with 50% marks in 2009 from Kendriya Vidyalaya, Jhagrakhand.

## PERSONAL DETAILS

Father's Name: Mr. Mool Chand Sahu  
Date of Birth: 19/11/1993  
Hobbies: Sports, travelling  
Marital Status: Unmarried  
Language Known: English, Hindi  
Permanent Address: Ward No. 14, Khongapani Dist. – Koriya (C.G.)

I hereby affirm that the information in this document is accurate and true to the best of my knowledge.

**Date:**

**Place:**

**Mohnish Kumar Sahu**