

MOHIT SHARMA

Bangalore, INDIA

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ACHIEVEMENTS

Captain Orissa Premier League

Captain SJCC Cricket Team for 2 consecutive years 2016/17

Got Sponsorship for SJCC Cricket Team

Responsible for selection of players for SJCC Cricket Team

Under 23, 19, 16, 14 ZONE (KARNATAKA)

2nd DIVISION LEAGUE (KSCA)

CAPTAIN Under 16, 19 KVS NATIONALS

Under 16 Table Tennis KVS SOUTH REGION

To work as a business development associate and utilize experience in building good relationships with customers, analyzing internal and external factors affecting business growth, and recommending solutions to improve sales and develop new products

PROFILE SNAPSHOT

AGE: 23

GENDER: MALE

FUNCTIONAL AREA: Business Development/Marketing

HOME TOWN: Agra

PREFERRED LOCATION: Bangalore/Delhi

WORK HISTORY

Sumanth and Associates

Business Development Associate

(April 2018-Present)

- *Researching organizations and individuals online to identify new leads and potential new markets*
- *Contacting potential clients via email or phone to establish rapport and set up meetings*
- *Preparing PowerPoint presentations and sales displays*
- *Contacting clients to inform them about new developments in the company's products*
- *Developing quotes and proposals*
- *Negotiating and renegotiating by phone, email, and in person*
- *Identifying and helping to develop strategic relationships with business partners or potential clients*
- *Attending business referral group meetings to generate revenue*

Neovative Financial Services Marketing Executive (July 2017-March 2018)	<ul style="list-style-type: none"> ➤ <i>Coordinating with the Managers regarding the Sales targets.</i> ➤ <i>Cold calling to the customers.</i> ➤ <i>Closing the Sales call.</i> ➤ <i>Researching the needs of other companies and learning who makes decisions about purchasing</i> ➤ <i>Identifying new sales leads</i> ➤ <i>Achieving the monthly targets.</i> ➤ <i>Attending conferences, meetings, and industry events</i> ➤ <i>Pitching products and/or services</i>
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<p>ATTRIBUTES/ ABILITIES</p>	<ul style="list-style-type: none"> ➤ <i>Excellent interpersonal and communication skills</i> ➤ <i>Self- motivated, methodical and result driven</i> ➤ <i>A team player, continuous learner and proactive</i> ➤ <i>Tenacious, independent and creative</i> <p>Strengths</p> <ul style="list-style-type: none"> ➤ <i>Positive attitude, hardworking, efficiently handle pressure</i> ➤ <i>Ability to reach goals</i> ➤ <i>Leadership quality</i>
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ACADEMICS	Graduation <i>B.COM, St. Joseph College of Commerce (Bangalore)</i>
	Higher Secondary <i>10th & 12th (Commerce), Kendriya Vidyalaya ASC, Bangalore</i>

TECHNICAL SKILL	MS-Office (Word, Excel, Access, PowerPoint) Internet	
PERSONAL INFORMATION	Father's Name	: Late. Shri. Shiv Kumar
	Date of Birth	: 4th April, 1996
	Marital Status	: Single
	Languages Known	: English, Hindi
	Interest & Hobbies	: Travel, Music and Reading