**Mohit Chanchawat**

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+91 9930520391

**CARRIER GOAL**

My goal is to ultimately reach peak in my field (Sales & Business Development) before branching out into general management and profit center responsibility.

**PROFILE SUMMERY**

MMS in Marketing with 9 years experience in Sales & Business Development. Expertise in Corporate/B2B/B2C Sales, Vendor Management, Channel Sales, Retail Sale, Team Management Etc. Fair understanding in increasing sales, developing profitable and productive business relationships, coordinating with decision-makers, building an extensive client base and market development. Experienced in coordinating with internal/external customers; implementing procedures and service standards for business excellence. Been proactive and focused as a professional. Possess excellent organizational, relationship management & analytical skills.

**WORK EXPERIENCE**

**SIS India Ltd, Mumbai | Manager – Sales | Jul 2019 – Jul 2020**

* Handling specialized services like Security & Intelligence, Man Guarding, Electronic Security Etc.
* Responsible for Sales & Business Development of the Geography
* Utilizing market feedback and personal network to develop marketing intelligence for generating leads
* Improving the sales methods and ensuring seamless services to the customers as per their requirements
* Understand the requirements of the customers and suggest security services accordingly
* Recommending, developing & implementing sales strategy with focus on profitability
* Preparing sales action plans
* Developing and maintaining customer database
* Key Account Management
* Close coordination with operations, technology and finance heads as well as management
* Making sales calls to new and existing customers from various industries
* Developing and making presentations of company products and services to current and potential customers
* Developing sales proposals and prepare & present sales contract
* Maintaining sales activity records and prepare sales reports
* Ensure customer service satisfaction and good client relationships
* Handle & initiate Investigation of customer complaints if any & ensuring corrective actions
* Carry out market research and surveys
* Monitoring competitors, market conditions and product development
* Representing the company in events, trade exhibitions for sales pitch

**DTDC Express Ltd, Mumbai | Sales Manager | Jan 2016 – Jun 2019**

* Handling specialized services like Supply Chain, Courier, Logistics, E-Commerce Logistics, Etc.
* Responsible of Sales & Business Development for entire Mumbai Region
* Dealing with Corporate Customers form various industries
* Coordinating with Channel Partners
* Building & maintaining fruitful & long term relationships with customers by providing support, information and guidance
* Analyzing & reviewing the market response/requirements for evolving market segmentation & penetration strategies to achieve targets
* Utilizing market feedback and personal network to develop marketing intelligence for generating leads
* Making proposals, negotiating on price, costs, delivery & specifications, signing local & national contracts and closing sales
* Key Account Management
* Coordinating with Operations, CRM, Finance and IT teams
* Conducting competitor analysis by keeping abreast of market trends and achieves market share metrics
* Resolving customer complaints by investigating problems; providing solutions; preparing reports; making recommendations to management & ensuring corrective actions
* Provide best sales service and after sales service
* Ensure timely collection of payments
* Recommending changes in products, service, and policy by evaluating results and remaining current on industry trends, market activities, and competitors
* Representing the company in events, trade exhibitions for sales pitch

**AG Lifesciences Pvt Ltd, Mumbai | Sales & Marketing Manager | Jul 2011 – Dec 2015**

* Handling specialized products like Ferrous Fumarate, Ferrous Sulphate, Fumaric Acid, Zinc Sulphate Etc.
* Responsible for overall management of the company. Lead all functions including Sales & Business Development, Marketing, Manufacturing, Supply Chain, HR, Finance, Advertisement, Event management Etc. and also having comprehensive and versatile general management experience
* Act as key point of contact for the company, ensured a high standard of customer satisfaction by discussing requirements and technical problems
* Dealing with Corporate Customers like Cadila Healthcare, Merck, Cipla, Glenmark Pharmaceuticals, IPCA Laboratories, FDC Etc.
* Dealing with Traders, Stockiest & Distributors
* Attending business meetings and built & retained long-term friendships/relationships with customers
* Managing the sales cycle from inception to execution
* Working closely with internal team for information exchange and data analysis
* Emphasize product features based on customers' needs, price negotiation and sell products
* Gathering market and customer information
* Resolving customer complaints by investigating problems & providing solutions
* Competitors analysis for market penetration, Monitors competition by gathering current marketplace information on pricing, products, new products, delivery schedules, merchandising techniques, Etc.
* Representing the company in events, trade exhibitions for sales pitch

**SUMMER INTERNSHIP**

Company: Hindustan Zinc Ltd

Role: Sales & Marketing Trainee

Duration: May 2010 to June 2010

Synopsis: Involved in understanding marketing process, manage sales process Etc.

**EDUCATIONAL QUALIFICATIONS**

MMS (Master of Management Studies) in Marketing

GNIMS, Mumbai University, 2009-2011

BCA (Bachelor of Computer Applications) in Computer & Management

MITSOM, Pune University, 2006-2009

Higher Secondary Certificate – Science

Board of Secondary Education Rajasthan

Senior Secondary Certificate

Board of Secondary Education Rajasthan

**KEY COMPETENCIES AND SKILLS**

* Sales, Business Development, Corporate Sales, B2B Sales, B2C Sales, Retail Sales, Marketing, Key Accounts Management, Channel Management, Market Research Etc.
* Aware of the latest market trends and up to date on product knowledge
* Excellent networking skills
* Skilled in identifying and qualify opportunities
* Developing new customers and able to maintain relationships with existing customer base
* Building and maintaining working relationships with key decision makers
* Proactive, determined and able to work across all functions
* Strong Interpersonal Skills
* Innovative and persuasive
* Passionate about work

**IT SKILLS**

* MS Office – MS Word, MS Excel, MS PowerPoint
* Expertise in Internet and search engine tools

**EXTRACURRICULAR ACHIEVEMENTS**

* Obtained proficiency certificate from The Indian Institute For International Studies And Culture Exchange
* Participate in various cultural programs in school & college level
* Participate & represent company at Bombay Convention & Exhibition Centre (BCEC), Mumbai in various Events & Trade Exhibitions from different industries

**PERSONAL INFORMATION**

Date of Birth : 6th February, 1985

Communication Address : F 202, Gokul Galaxy, Thakur Complex, Kandivali East, Mumbai – 400101

Languages Known : English, Hindi

Passport : Yes

Interests : Watching movies, playing cricket, cultural activities, internet surfing Etc.