MOHIT

[Mohit.363905@2freemail.com](mailto:Mohit.363905@2freemail.com)

A motivated and fast learner with good analytical, inter-personal and communication skills, my objective is to enhance my skills while gaining a growing experience in a stimulating team oriented environment.

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| Experience |  | Sales Executive:RAK BANK(DUBAI,UAE),2nd Oct2016-29TH Jan2017  To identify potential customers for RAK Bank credit cards and personal loan  To source financial products to customers as per policy and their requirement  To capture corporate for listing into RAK Bank’s ALOC (Credit Cards and Personal Loan)  Free Lancer: **Fixourmeeting.com** (New Delhi, India),January 2016 –Sept 2016  To foster base of a new startup through marketing  To identify high potential hotels and banquets for business and approach them for listing.  To keep track on latest trends in event industry and inculcating them into business  Relationship Officer: **American Express** (Gurgaon, Haryana),30th March 2015-10th December 2015  To identify potential HNI customers for multiple business sourcing  To source premium categories credit and charge cards to customers  To capture Corporate and premium B-school for endorsement  **Achievements**: Successfully cracked corporate and Institutions like Oracle, SC Johnson, Videocon, FMS and IIFT  Assistant Manager: **Sundaram Finance Ltd**. (New Delhi, India), 28th April 2013-21st January 2015  To carry out loan process for cars and commercial vehicles including documentation of loan papers as well as recovery of Non -Performing Assets  To establish/strengthen relations with dealers and marketing agents  **Achievements:** Maintained an average of 14 cars and 92% collection on monthly basis |
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| Education |  | **Post- Graduation Program in Management:** ICFAI University (IBS Pune), 2011-2013 -Marketing major  Bachelor of Commerce: DDU University (ST Andrews College, Gorakhpur)2008-2011  HSC: St Paul’s School (ISC board, Gorakhpur)2006-2008  SSC: St Joseph’s Inter College (ICSE board, Gorakhpur)2006 |
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| Projects |  | **Summer Internship- Kadence International (Pune, India) -Market Researcher**  Consumer satisfaction survey for JCB excavators through questionnaires and video-taping on sites  Conducting Focus group studies for brands like- Four Square cigarettes, Hero Maestro |
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| Skills |  | **Interpersonal Communication-** To openly express ideas with co-workers; negotiate and resolve differences; to provide and ask for feedback and building customer relationship  **Planning and organization-** To thoroughly research about the plan of action associated with problem; manage project effectively within deadline  **Management and leadership-** To help team members in achieving goals through counseling and sharing experience.  **Technical Skills-** Proficient in Microsoft office tools like- Word, Power point, Excel and Spread sheet |