MOHIT

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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 Jan2017To identify potential customers for RAK Bank credit cards and personal loanTo source financial products to customers as per policy and their requirementTo 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 businessRelationship Officer: **American Express** (Gurgaon, Haryana),30th March 2015-10th December 2015To identify potential HNI customers for multiple business sourcingTo 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 IIFTAssistant Manager: **Sundaram Finance Ltd**. (New Delhi, India), 28th April 2013-21st January 2015To carry out loan process for cars and commercial vehicles including documentation of loan papers as well as recovery of Non -Performing AssetsTo 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)2008-2011HSC: St Paul’s School (ISC board, Gorakhpur)2006-2008SSC: 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 sitesConducting 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 |