

MOHIT SHARMA

mshpca123@gmail.com • + 91-9818610522 • 12-11-1999 • linkedin.com/in/mohit-sharma-a3a58b14b • Delhi

PROFILE SUMMARY

- Professional with nearly 2.6 years of experience in Channel Sales, Export Sales & Customer Service across FMCG, Liner Sales (FCL Exports), LCL Consolidation & Freight Forwarding
- Highly versatile, focused sales professional with impressive success in managing annual revenue target to the tune of INR **5 CRORES** in FMCG
- Delivered outstanding business growth outcomes in highly competitive markets by repeatedly exceeding targets, fueling marketplace presence & retaining account base
- Expertise in formulating executable channel/distribution management plans and implementing the same in assigned territories; appointed several dealers/channel partners across the entire career
- Leveraged skills in mentoring team members to come up the learning curve for ensuring meeting of targets & performance standards

PROFESSIONAL EXPERIENCE

ITC LIMITED

New Delhi

Sales Officer, Personal Care Division

MARCH 2022-MAY 2023

- Leading a team comprising of 8 Salesman & 1 Team Leader to manage the various categories of products from ITC Ltd. in Personal Care Division in North & North west Delhi
- Evaluate opportunities to maximize business growth for the section
- Achievement of agreed Sales objectives with proper sell in & sell out
- Ensure implementation of Availability, Visibility & Freshness in Retail outlets
- Ensure implementation of trade & consumer promotions and merchandising with Loyalty Programs
- Providing Insights of the market to the company which will help them to develop product according to the Consumer behavior & launching new SKUs
- Handling distributors with effective & efficient Plans aligned with company's agendas
- Helping distributors to get ROI by increasing width and depth of distribution
- Maintaining professional relationships with customers by regularly visiting them for business development

NAVIO SHIPPING

New Delhi

Sales Executive, Liner Agency

JULY, 2023-June,2024

- Co-coordinating with the principals for new business for FCL Import and Export
- Regularly meeting the Forwarder and their CHA for generating new business
- Meeting all forwarders/CHA/Shipper for generating export business and bring 10-15 Sales Query on Daily Basis
- Making and updating daily sales calls and sales Data on regular Basis
- Updating Customer on Daily Basis through Calls, Mails & Messages for new or future changes in market & providing best rates & service

CTL Logistics (India) Pvt Ltd

New Delhi

Senior Executive Export Cs

June, 2024-Sept,2024

- Manage LCL consolidation operations, including shipment planning, coordination, and tracking
- Communicate with customers, carriers, and internal stakeholders to ensure smooth shipment execution
- Coordinate with origin agents to collect and consolidate cargo
- Prepare and verify shipping documents (e.g., commercial invoices, Shipping Instructions)
- Making Daily Carting of cargo in CRM Software & sending pre-Alerts to sea port team
- Overseas Coordination with Destination Agents for Charges & D/O Status

Zipaworld Innovation Pvt Ltd

Noida , U.P

Senior Executive Sea , Air & Overseas operations

Sept, 2024-Present

- Pricing – Arranging overall cost for a shipment
- Operations- Arranging vendors for handling shipments (Transporters, CHA etc)
- Overseas Handling- Sending & Arranging Rates to overseas agents for Business Development
- Customer Service- Updating Shipments status to existing customers

ACHIEVEMENTS

- Onboarded **12** new Freight Forwarders within a span of **11** months
- Visited About **300** Freight Forwarders in 4 months & brought **10-15** Query on Daily Basis With a good conversion Rate
- Won Fiana Fox (Fiana Outlet Extension) by Placing Fiana Soaps in **900** Retail outlets within a month
- Launched 3in1 Mangaldeep Agarbatti in **800** outlets within **21** Days
- Won Chemist ka Sultan Contest by Placing Savlon Antiseptic Liquid in **800** Retail Outlets

CERTIFICATION & SKILLS

- Technical Skills: Microsoft Excel, Microsoft Word, Microsoft PowerPoint
- Soft Skills: Influential Communication, Adaptability, Problem-Solving, Negotiation, Attention to Detail, Leadership, Analytical, Collaboration
- Business Analytics Certification (Ernst and Young)
- TCS ion Career Edge (Young Professional)

EDUCATION

GURU GOBIND SINGH INDRAPRASTHA UNIVERSITY

MBA: Marketing & Operations

Percentage: 88.5%

Delhi

2020-2022

IEC UNIVERSITY

Bachelor of Arts - General

Percentage: 65.03%

HIMACHAL PRADESH

2016-2019

LANGUAGES

- English: Full Professional Proficiency
- Hindi: Native