

# Mohammed Mohsin Malek

mohsin.malek1210@gmail.com

+91 9638046156

Surat, Gujarat

## Summary

Versatile sales specialist, developing pipelines, and closing sales. Offering 5 years of experience identifying new revenue streams and potential clients to meet growth objectives. Thrives on challenge and competition. Motivated Business Development contributor in territory development and prospecting. Business development and social media expert, versed in quickly mastering new concepts and technologies to drive successful market development.

## Experience

### **Manager**

IndiaMART InterMESH Ltd. • Surat, Gujarat

02/2023 - Present

IndiaMART is India's largest online B2B marketplace, connecting buyers with sellers. Over the last 25 years, we have continuously evolved our platform using sophisticated business-enablement technologies to make doing business easy. Our credo, 'Bada Aasaan Hai,' appropriately depicts our approach. With 76 million product offerings and a 6.7 million responsive supplier base, we provide ease and convenience to our 138 million buyers.

- Position holder will be an individual contributor
- Build and manage productive, professional relationships with clients
- Ensure clients are using and deriving benefits from IndiaMART
- Ensure products/services in the client's e-catalog are accurately defined
- Maximize revenue by upselling other services and achieve fortnightly, and monthly client retention and revenue targets
- Systematic follow-up and time-bound closures
- Prompt the resolution of complaints
- Daily 4-5 in-person meetings (F2F) with clients onsite

### **Business Development Associate**

Think and Learn Pvt. Ltd - Byju's. • Surat, Gujarat

05/2022 – 02/2023

BDA's role will start with an individual contributor role in an employee-oriented, high-performance environment that emphasizes spreading BYJU's unique way of learning. As a BDA in BYJU, to connect with potential customers (parents and students), set up meetings, counsel the students on BYJU's unique way of learning, and assist them to become premium subscribers.

- Call and connect with potential customers from the database provided.
- Establish strong, profitable rapport and book demo sessions with them in the comfort of their own houses with the entire family over the weekdays and weekends.
- Drive successful revenue for the organization by explaining and counseling the student properly based on prior research about the student's activity on the free application explaining to them the benefits of e-learning and a hybrid curriculum.
- Update and manage all sales activities and account information in CRM.

### **Achievements:-**

- Punched 35 Lakh Revenue in just 7 months
- Clear Trip to Valley race (Punched 6 lakh Rs Revenue in a 2 week).
- Pan Gujarat 1st Rank in Weekly Revenue Generated for a month.
- Highest Revenue Generated from June 30 to July 6, 2022.
- Highest Revenue Generated from July 14 to July 20, 2022.
- Highest Revenue Generated from July 28 to August 03, 2022.
- Highest Revenue Generated from September 29 to October 05, 2022

### **Relationship Manager**

Morris Garages - Nanavati Autosquare Pvt. Ltd. • Surat, Gujarat

05/2019 - 04/2022

MG Motor India Private Limited is an automobile manufacturer in India, a Chinese automotive manufacturer SAIC Motor subsidiary.

- Be the first point of contact between customers and the dealership.
- Demonstrate features and options on all vehicles in inventory.
- Answer basic questions about financing and other optional financial products.
- Promote the company's service and finance department with buyers to ensure customer loyalty.
- Perform vehicle delivery for buyers after a purchase has been completed.
- Routinely follow up with buyers to ensure continued satisfaction.
- Contribute to dealership sales data by filling out standard reports.
- Cold call prospective buyers to generate new business when necessary.

### **Achievements:-**

- Path to Glory National Skill Contest Certificate of Excellence for Winning Title of MG KNIGHT (2021)
- Best in 3M Product Sales (2021)
- Best in Accessories Sales (2021)
- 1st Highest Accessories Sales in Showroom (2020)
- 2nd Prize Highest Conversion in Booking to Delivery in Showroom (2020)
- 2nd Prize Highest Test-drive Penetration in Showroom (2020)

### **Sales Executive**

Tata Motors - Shreeji Automart Pvt. Ltd. • Surat, Gujarat

11/2017 - 05/2019







Tata Motors Limited is an Indian multinational automotive manufacturing company, headquartered in Mumbai, India, which is part of the Tata Group.

- To sell and promote the sale of all new vehicles in line with all aspects of dealership and manufacturer trading policies
- To create and maintain a positive customer-friendly sales environment whilst taking responsibility for the day-to-day maintenance and presentation of the showroom
- Involved in marketing in a promotional activity organized at the corporate level or public events
- Always be prepared to receive and process new customer inquiries (via telephone, walk-in, digital, and email)

## **Achievements:-**

- Maximum Number of Car Bookings in a Month (8 Bookings)
- Maximum 8 Cars Sold in Month
- Best in Accessories Sales (2018)

## **Skills**

-  Computer literacy
-  Multitasking Abilities
-  Continuous Improvement
-  Product and Service Sales
-  Work Under Pressure
-  Leadership

## **Education**

### **B.Tech in Mechanical Engineering**

Chhotubhai Gopalbhai Patel Institute of Technology • Surat, Gujarat

08/2017

### **Diploma in Mechanical Engineering**

A.Y.Dadabhai Institute of Technology • Kosamba, Gujarat

06/2014