

# T.G MOHAN

Business development manager at ECO PACK GROUP, MBA with 18 years of professional experience in India



HAZEES ST. , 50 TOURIST CLUB AREA , ABU DHABI-UAE



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## PERSONAL DETAILS

- Nationality : Indian
- Gender : Male
- Marital Status : Married

## CORE COMPETENCIES

- Strategic Planning
- Profit Centre Management
- Sales & Marketing
- Business Development
- Market Research
- Retail Management
- Visual Merchandising
- Channel Management
- Brand Management
- Team Management

## LANGUAGES

- English
- Hindi
- Malayalam
- Marathi

## PASSPORT DETAILS

- Passport No : V4471990
- Issue Date : 09-11-2021
- Issue Place : India
- Expiry Date : 08-11-2031
- Visa Status : Visit visa

A seasoned professional with **18 years** of experience in Sales, Marketing, Retail Management, Business Development and Client Relationship Management. Currently associated with **ECOPACK PAPER CUP AS ASST. MANAGER** well versed in conceptualizing and implementing promotions and marketing schemes of consumer goods. Adept in procuring information and market analysis. An effective communicator & team leader combined with flexible & detail oriented attitude with the ability to interact effectively with people at all levels.

## WORK EXPERIENCE

COMPANY : ECOPACK - INDIA

POSITION : ASST MANGER – SALE (WEST)

DURATION : JULY 2021 TILL DATE

- Implementing original sales strategies to achieve exceptional results and KPI's
- Leading and coaching a sale team of 5 ASM with 15 SE for sales in 7 States
- Ensuring sales, distribution and POP are achieved for a set of agencies along with field sales teams
- Responsible for profitability of the business through effective negotiation and A&P controls to ensure better return on investments.
- Effective execution of channel customer plans and agreements
- Sales budgeting, periodic forecasting and providing medium term sales outlook to senior management as & when required.
- Ensure timely payment collections from the trade, reconciliations principal recoveries.
- Build and maintain an efficient and proactive market intelligence network and fostering good commercial relationship with relevant stakeholders etc.

## ACHIEVEMENTS

Improving sales by 15% throughout Mumbai and ROM through a major restructuring of the sales and account management team of 19 sale staff

COMPANY : H R I P LTD. - INDIA

POSITION : BUSINESS DEVELOPMENT OFFICER ( SALES PROFESSIONAL DEPARTMENT)

DURATION : OCT 17 TO DEC 19

- Apply and lead the commercial business strategy at the area level to achieve sell-in and sell-out sales targets,
- Act as guarantor for the image and policy of brands in the area,
- Develop trusting relationships with key customers in the area, including the area specific management of national salon chains,
- Perform monthly monitoring of the sales in/out for the major accounts, motivate sales teams in the area

**COMPANY : HEADSTART PVT LTD - INDIA**  
**POSITION : AREAS SALES MANAGER (SALES DEPARTMENT)**  
**DURATION : OCT 17 TO DEC 19**

- Launched successfully acquired 4 international beauty brand with transformative products and experiences, inspiring buyers to outright their individual beauty.

**COMPANY : CHORDIA PRODUCTS ROM - INDIA**  
**POSITION : SALES MANAGER, (SALES DEPARTMENT)**  
**DURATION : JAN 11 TO SEPT 2016**

**COMPANY : VODAFONE - INDIA**  
**POSITION : ASSISTANT MANAGER, (SALES DEPARTMENT)**  
**DURATION : FEB 07 – JAN 11**

**ACHIEVEMENTS**

- Awarded, I am the Best for Prepaid, Maharashtra for the month Oct -07
- For exemplary sales performance during the period 1 April-07 to 30 Sep -07 received Circle Combat award for Best Prepaid Sales , Maharashtra

**COMPANY : RELIANCE COMMUNICATIONS - INDIA**  
**POSITION : SALES DEPARTMENT**  
**DURATION : FEB 2006 – 2007**

**COMPANY : TATA TELESERVICES LIMITED - INDIA**  
**POSITION : TSI**  
**DURATION : APRIL 2004 – JAN 2006**

**COMPANY : MARICO INDIA LTD.- INDIA**  
**POSITION : TSI**  
**DURATION : SEPT. 2002–APRIL.2004**

**ACHIEVEMENTS**

Received best Territory Sales (Spiderman) award for the year 2002-03

**COMPANY : GODREJ SOAPS LTD.- INDIA**  
**POSITION :SALES OFFICER, (SALES DIVISION)**  
**DURATION : JAN1999- AUG 2002**

## EDUCATION

- Institute of Management Education,  
University of Pune  
MBA (Specialization in Marketing) 1998
- Institute of Management Education,  
Quality Management 1997
- St. Thomas College, University of Raipur  
B. Com 1996

I hereby declare all the above mentioned particulars are true and correct in my best knowledge and belief.

**MOHAN GEORGE THYKKOOTTATHIL**