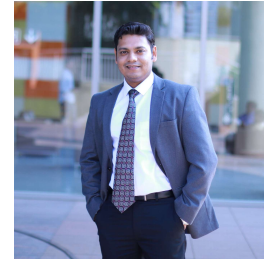


Mohit Mangal

+91 9738472947

Mohitmangal08@gmail.com

Over 12 years of experience working with more than 10+ countries across Asia, Europe and America. Business development, Sales, Strategy, Operations Management, Vendor Management, Aviation, Airlines and MRO, Supply chain, Material Manager of Aircraft components with a strong record of client satisfaction.



Experience

04/2014 to till date

Sales Manager Lufthansa Technik, Southeast Asia

- Managing several Airlines and MRO Customers with revenue of more than Euro 100 million.
- RFQ, Process Improvement, contract negotiations as well closely monitoring key customers
- Recommend strategies, identifies market segments for particular product and service penetrations
- Achieving high cost targets and goals as well building new relationships with Airlines and Operators
- Financial data management, Revenue Planning and Risk assessment

10/2010 to 07/2012

Business Development, Sale-Operation Associate

IDBI Bank, India

- Customer Relationship management, Financial product sales and Implementation.
- Sales and Services of a new or renewal sales opportunity
- Vendor Management, Invoicing

07/2012 to 01/2014

Projects (Asst.)

Metro Cash and Carry, South East Asia

- Corporate Sales and Marketing, Business Analysis, Market Research
- Customer Relationship management, Product Promotion, Competitive Intelligence
- Sales and Services of a new or renewal sales opportunity
- Product Segmentation, Benchmarking of own product

Highlights

- Results-oriented
- Revenue generation
- Business development
- Sales, Purchase, Invoicing and Strategy

Education

MBA: IGTC Indo-Germany Training Centre, Bangalore/Germany
PGPBA (Post Graduation Program in Business Administration)
2012-2014

Graduation: BSc Biotechnology
IPS Academy, DAVV University
(Devi Ahilya Vishva Vidyalaya),
Indore
2009-2011

Visa Details

- USA B1/B2
- Schengen
- Singapore

Certificates:

- Pool Material Management (Lufthansa Technik Germany)
- Legal Purchasing Certificate from Lufthansa Technik AG
- General Familiarization A318/319/320/321 (CFM56/IAE V2500)
- Diploma in computer applications (DCA)

Core Competency:

- Enriched experience of Sales & Business development in Aviation Industry keeping Airworthiness compliance into consideration
- Excellent ability to work independently or with a team as requires, people management.
- Strong ability of analysis and KPIs generation
- Vastly experienced in building business relationships with vendors & customers
- To achieve cost efficiency

Language

- English
- Hindi
- German Basic