

ROLL NUMBER: P25703058**Mohit Harshal Chhajed**

Male

DOB

12-Apr-2003

TECHNICAL SKILLS

- MS Office
- MS Project
- Digital Marketing
- Power BI
- Market Research & Lead Generation
- Data Entry and Management
- Prompt Engineering
- SQL

PERMANENT ADDRESS

PLOT NO: 06, FLAT NO: 101,
SHANTAI, CTS2218, VATAN
NAGAR, TALEGAON DABHADE,
PUNE: 410507

City: Pune

State: Maharashtra

Pincode: 410507

LANGUAGE

- English
- Hindi
- Marathi
- Marwadi
- German

SUMMARY OF QUALIFICATION

Course / Programme	Board / University Name	CGPA/ (%)	Passing Year
MBA-NBS	NICMAR University, Pune	7.63	2027
Graduation	NESS WADIA COLLEGE OF COMMERCE, PUNE	75.47	2024-Jun
Intermediate	MAHARASHTRA STATE BOARD OF SECONDARY AND HIGHER SECONDARY EDUCATION, PUNE	71.5	2021-Apr
High School	MAHARASHTRA STATE BOARD OF SECONDARY AND HIGHER SECONDARY EDUCATION, PUNE	75	2019-Mar

WORK EXPERIENCE (1 Year 0 Months)**OJASVI LOGISTICS**

02-Sep-2024 - 10-Aug-2025

0 Years, 11 Months, 8 Days**PROFILE:** Business Development Manager

- **Client Acquisition & Management** â€“ Onboarded new clients and maintained key accounts like Thermax, Nelcast, Unisource, and Taural.
- **Revenue Growth** â€“ Designed and executed strategies to expand market presence and increase sales.
- **Operations Oversight** â€“ Managed transportation planning, route optimization, and delivery schedules.
- **Pricing & Negotiations** â€“ Created competitive freight pricing models and secured profitable contracts.
- **Vendor & Fleet Coordination** â€“ Ensured vehicle availability, compliance, and cost efficiency.
- **Market Research** â€“ Tracked competitor activities and identified growth opportunities.
- **Process Improvements** â€“ Introduced tracking systems to improve efficiency and reduce delays.
- **Team Leadership** â€“ Led operations and sales teams to achieve monthly targets.

TOOLTECH GLOBAL ENGINEERING PVT LTD

10-Jun-2024 - 15-Jul-2024

0 Years, 1 Months, 5 Days**PROFILE:** Business Development Associate

- **Lead Generation & Client Outreach** â€“ Identified potential clients and initiated engagement for engineering design solutions.
- **Proposal Development** â€“ Assisted in preparing business proposals, quotations, and presentations.
- **Market Research** â€“ Analyzed industry trends and competitor offerings to identify sales opportunities.
- **CRM Management** â€“ Maintained client databases and tracked sales pipeline progress.
- **Collaboration** â€“ Coordinated with the design and technical teams to align solutions with client needs.

INTERNSHIP / PROFESSIONAL TRAINING (Total Duration: 104 Weeks)**NESS WADIA COLLEGE OF COMMERCE**

01-Jun-2022 - 31-May-2024

104 Weeks**PROFILE:** PLACEMENT COORDINATOR

- **Industry Engagement** â€“ Coordinated with companies to secure internship and placement opportunities for students.
- **Event Management** â€“ Organized campus recruitment drives, career fairs, and pre-placement talks.

- **Student Support** – Guided peers in resume building, interview preparation, and career planning.
- **Data Management** – Maintained student placement records and recruiter databases.
- **Communication Bridge** – Acted as liaison between recruiters and the college.

CERTIFICATION DETAIL

- Basic to Advanced Structured Query
- Basic to Advanced Microsoft Power BI
- Basic to Advanced Microsoft Excel
- Digital Marketing
- IBM Basics of Business Analysis
- Marketing Fundamentals
- Operations Management
- Negotiations Fundamentals

ACHIEVEMENT DETAIL

- Best Placement Volunteer Award – NESS WADIA COLLEGE OF COMMERCE, 2022–23
- Principal’s Award – NESS WADIA COLLEGE OF COMMERCE – For significant contributions to college development, 2023–24
- HR Headhunter - National Finalist- Atharv Ranbhoomi- IIM INDORE, 2024
- Cricket – Winner, Inter College Cricket Tournament (Jr. College), 2020
- Badminton – Semi-Finalist, Inter College Badminton Tournament, Modern College, 2022–23
- Model United Nations – Christ Lavasa – Verbal Mention in JCC Committee, 2023