MITUL PATEL
Common Name: Mitch

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SUMMARY

A pro-active individual, demonstrating a high level of initiative, with extensive experience in sales, marketing, product development and promotion. Highly skilled in professional client presentations and product knowledge. Welcome new challenges with the problem-solving ability and the motivation necessary for success. Superior conceptual skills with the ability to interpret and resolve complex issues, implementing winning strategies with proven success, strong organizational and interpersonal skills. Experienced in providing a team concept which emphasizes optimum performance and produces a significant contribution to earnings and leadership skills.

 EDUCATION

* USF 2003, Bachelors in Finance

EXPERIENCE

**TQL (Total Quality Logistics) June 2019-August 2019**

* Engage carriers to sell freight and build daily internal capacity, pre-booking as necessary
* Accurately communicate rate confirmations and load details to carrier
* Develop relationships with carriers and perform research and development to expand carrier base
* Provide driver and load information and provide updates on carrier partners
* Develop and expand upon understanding of market cycles, seasonalities, factors that affect the supply and demand of freight and other trends that affect shipper and carrier rates
* Be a team player and provide support to team members and customer sales representatives
* Other duties as assigned

**Frontier Communications September 2016-May 2019**

* Recruited by Frontier due to sales experience and approach towards customers
* Focused on customer needs while overcoming their objections
* Painted a clear picture of the benefits of choosing quality rather pricing
* 86% converted over to Frontier due to product knowledge and interactive ability
* Verified all appointments day before and followed up after installs along with customer experience throughout the process
* Promotion was given to be a GM and a Lead trainer
* Guided new recruits on the importance of cold calling and referrals
* Demonstrated Professionalism and Positive skills within the company

**Direct TV Sales marketing** **ICL June 2016-September 2016**

* Sales direct to B to B and B to C.
* Approach customers in big box stores while creating a personal relationship and conduct calls to future customers
* Over Exceeded minimum sales and got promoted the first week
* Positive attitude with team members and customers
* Have strong communication skills

**Personal Banker 1/ Wells Fargo Bank/Houston, TX April 2015-October 2015**

* Assist customers with financial needs and build long term relationships
* Make cold calls and set appointments to reach out to existing customers to enhance existing relationships
* Grow book of business by 15% by attending networking events, outbound calling and hosting small business seminars
* Conduct in depth needs assessment to better understand customers needs and offer products and services accordingly
* Refer customers to private banking, small business banking and mortgage lending departments
* Manage existing customer portfolio and cross sell new products and services
* Work with team to ensure branch was achieving highest customer service satisfaction surveys

**Marketing Consultant/ Mandap Creations, LLC/Houston, TX June 2011-April 2015**

* Reputable million-dollar event company servicing local and nationwide clientel for 30 years. Primary objective was to develop strategy for business in order to increase revenue and clientels while promoting the brand name
* Managed events from initial presentations through successful sales contracts while delivering brand objectives and drive end results
* Attended to client’s vision, needs, and demands to orchestrate events that surpass their highest expectations
* Developed and executed presentations that include innovative designs and ideas to customer base.
* Created detailed proposals of costs analysis, timelines, and event agenda as well as determine event budget and negotiate terms for each service with customers and vendors
* Organized team planning to ensure seamless production and implementation through final completion
* Supervised and manage staff throughout event cycle
* Increased revenues by maximizing sales, networking with vendors and past clients and create a marketing strategy with annual profits increase by 20% in 2012 and by 29% in 2013

**Manager/ J Food Store, LLC/Plant City, FL October 2009-June 2011**

* Managed all aspects of day to day operations, including sales, customer service, recruiting, training, marketing and maintaining store standards
* Increased net profits by 36% by managing controllable expenses to company guidelines to ensure profitability targets were met and exceeded
* Sustained knowledge/awareness of relevant competitors in industry trends
* Hired, supervised, and managed store personnel by implementing and enforcing company policies and procedures
* Drove business results by maximizing daily sales plans, controlling expenses and improving metrics

**Budget Inn Motel, Manager/ Owner Brooksville, F June 2004-October 2009**

* Renovated entire property
* Assumed all responsilbities for daily and eveing duties
* Aggressively advertized in local and city paper
* Chamber of Commerce offered property a listing oppertunity
* Increased revenues by 54% by offering weekly rates
* Matained hotel Occupancy rate at 91%

**Holiday Inn Express, Sun City, FL December 2000-April 2004**

* Conducted daily hotel operations in relation to front desk
* Made hotel reservations offering discounts where applied
* Assumed command as manager for all shifts
* Trained and monitored new associates in all departments
* Developed a proper ethics code for all employees towards guests
* Took control of night auditing making sure checks and balances added up
* Greeted guest every morning to the assigned breakfast area
* Increased revenues within the first 4 months with reapeated guests who appreciate pheonamel service

 **PROFESSIONAL REFERENCES** Available upon request