**AMITT PRABHAKAR MOHIITE**  
7 First Floor, Sheetal Nayan Sagar Complex,  
Thane, Maharashtra, India, 421302  
Email: amittmohiite@gmail.com | Mobile: +91-9167313655

**Professional Experience**

**General Manager | Brandigo Pvt. Ltd. / Embracive Technologies Pvt. Ltd.**  
**October 2024 – Present**  
As General Manager at Brandigo Pvt. Ltd., I lead the strategic, operational, and commercial functions of a fast-growing organization specializing in offset/digital printing, corporate gifting, and QR code sound box solutions. With a cross-functional leadership role, I drive business growth, ensure service excellence, and spearhead innovation across multiple verticals catering to corporate and retail clients. I also oversee government procurement processes, including active participation in GeM (Government e-Marketplace) tenders, ensuring compliance and business acquisition through public sector channels.

**Core Competencies:**

* Business Development & Strategic Planning
* Printing & Packaging Production
* Corporate Gifting Solutions
* QR Code Sound Box Implementation
* Vendor & Supply Chain Management
* GeM Tender Participation & Government Procurement
* Client Relationship Management
* Team Leadership & Performance Management
* Budgeting & Cost Optimization

**Key Responsibilities:**

**1. Strategic Leadership & Business Growth**

* Define and implement growth strategies for printing, gifting, and tech-enabled product segments.
* Lead business expansion efforts, market penetration strategies, and strategic alliances.
* Identify and pursue GeM opportunities aligned with the company’s offerings and compliance capabilities.

**2. Operations & Production Management**

* Oversee end-to-end production of printing jobs, custom gifting orders, and QR-enabled sound boxes.
* Ensure timely delivery, quality control, and cost-effective production with vendor and team coordination.
* Manage fulfillment of government orders placed via GeM, ensuring specification adherence and timely execution.

**3. Sales, Marketing & Client Relations**

* Drive B2B and B2C sales with a focus on customer satisfaction and brand loyalty.
* Develop corporate relationships for customized gifting and branding solutions.
* Engage with public sector clients, respond to RFPs/RFQs, and handle post-bid follow-ups in the GeM portal.

**4. Product Innovation & Development**

* Lead the development and deployment of QR code sound boxes for payment and promotional use.
* Innovate and introduce tech-driven gifting products aligned with market demand and public sector needs.

**5. Financial & Team Management**

* Manage budgeting, forecasting, and P&L accountability across verticals.
* Lead, mentor, and motivate a multi-disciplinary team including sales, operations, design, and logistics.
* Oversee documentation, registration, and compliance for GeM portal operations.

\*\*Government Tendering Experience (GeM Portal)\*\*With hands-on experience in government procurement processes, I have successfully led the participation, bidding, and execution of tenders on the \*\*GeM (Government e-Marketplace)\*\* platform. My responsibilities encompass end-to-end management of tender opportunities in alignment with company capabilities and compliance protocols, ensuring efficient handling of government contracts.

\*\*Key Highlights:\*\*

\* \*\*Vendor Registration & Compliance:\*\* Successfully registered and maintained active seller status for Brandigo/Embracive Technologies on the GeM portal. Ensured all documentation, product listings, and certifications met government standards.

\* \*\*Tender Identification & Bidding:\*\* Monitored and responded to relevant bid opportunities. Coordinated with cross-functional teams to prepare competitive proposals for printing, gifting, and tech-enabled products.

\* \*\*Bid Submission & Negotiation:\*\* Handled complete bid lifecycle, from technical and financial bid submission to clarification rounds and price negotiations.

\* \*\*Order Fulfillment & Delivery:\*\* Managed procurement planning, inventory alignment, and logistics to ensure timely delivery of awarded tenders. Maintained compliance with SLAs and quality expectations.

\* \*\*Liaison with Government Departments:\*\* Built strong communication channels with procurement officers and departments across various ministries and PSUs for business development and service assurance.

\*\*Tender Categories Managed:\*\*

\* Offset & Digital Printing Services

\* Customized Corporate & Promotional Gifts

\* QR Code Sound Boxes and Fintech Branding Solution.

**Procurement & Production Manager**  
**Gifts2you Total Group**  
January 2023 – September 2024

* Negotiated and finalized contracts for consumer products, managing purchase orders and vendor communications.
* Successfully led GeM tender processes, securing contracts with ISRO and Navy Goa.
* Optimized operational management systems; led procurement for mechanical and chemical products.
* Implemented stock management tools, including Zoho, SAP, and Odoo.
* Spearheaded vendor onboarding, site visits, and price negotiations.

**Procurement Manager**  
**Manda & Yadav Gifting Hub**  
March 2018 – December 2022

* Directed all procurement activities, managed contracts, and prepared detailed cost reports.
* Maintained accurate procurement records and optimized vendor relations.
* Enhanced customer service through quality control initiatives and performance monitoring.

**Senior Manager – Sales & Purchase**  
**Vajas Manufacturing Ltd, Nairobi, Kenya**  
July 2016 – February 2018

* Managed key client accounts, including Safaricom, Zantel, Airtel, and Vodacom, ensuring high satisfaction and timely project delivery.
* Collaborated with design and product development teams to maintain brand standards and meet project goals.
* Conducted vendor negotiations, onboarding, and site visits to ensure quality and cost efficiency.

**Procurement Manager**  
**Manda & Yadav Gifting Hub**  
March 2003 – April 2016

* Progressed from Purchase Executive to Procurement Manager.
* Oversaw procurement operations, managed supplier contracts, and maintained comprehensive order records.
* Implemented quality control measures, enhancing customer satisfaction and operational efficiency.

### ****Skills****

* Procurement and Vendor Management
* Negotiation and Contract Management
* Data Analysis and Reporting
* Inventory Control and Stock Management
* Cross-functional Collaboration
* Clear Communication (Written & Verbal)

### ****Education****

* **B.Com** – Mumbai University, 2001
* **International Part-Time MBA in Advertising & Marketing** – UBI Jaro Education, Mumbai, 2011
* **Advanced Certificate in International Trade** – IITC, 2022

### ****IT Skills****

* Proficient in MS Word, Excel (Pivot Tables), MIS Reporting, Internet Applications
* Experienced in ERP Systems: SAP, Zoho, Odoo
* Windows Installation and Configuration

### ****Personal Details****

* **Date of Birth:** June 1, 1979
* **Languages Known:** Hindi, English, Marathi, Swahili

Top of Form

Bottom of Form