**RESUME**

Greetings,

It gives me great pleasure to introduce myself as a motivated & committed professional seeking a challenging role in organization.

I am a proficient automobile personal and over **FIVE yrs** of experience to offer you. I have gained extensive knowledge of Automobile sales and promotions, driven by the passion of excellence; I have actively contributed to maximizing sales.

I am confident that my all round experience in automobile, I am geared to take up challenging positions, which not only requires total commitment but also expertise, initiative &result oriented dynamism. I am self starter, but believe that success is a team result. I am a good team player with good people skills & good communication skills

I was born and brought up in Jharkhand & done my schooling in Jamshedpur and my Professional education in Pune.

I enclose my resume as a first step in exploring the possibilities of employment with your organization.

I would appreciate your keeping this inquiry confidential. Thanks you for your coordination.

**OBJECTIVE:-**

Exploring carrier progression opportunities with a leading Organization where I can utilize my skills & leadership qualities to make tangible contribution to the growth & profitability of the organization.

**CARRER SUMMERY:**

Excellent automobile sales background with over 3 years of automobile sales experience in the following areas.

* Automobile sales and store operations.
* Achieving Business Targets.
* Commercial Management.
* Quality Customer Service.
* After Sales.
* Staff development & Training.

**PROFESSIONAL EXPERIENCE:**

**Mahindra First Choice (Automaxx Preowned) Pvt Ltd- Aug 2014 to Nov 2015**

  **Sales Manager**

* Establish relationships with prospective buyers through prospecting, referrals, internet inquiries and previous client base to exceed personal and company sales goals.
* Extensive product knowledge training to ensure client inquiries are satisfied.
* Provide financing and leasing options to clients through direct contact with multiple financial institutions.
* Train and manage four sales assistants to provide support to sales team.
* Receive payments and obtain credit authorizations.
* Troubleshoot and resolve client concerns and needs on a daily basis.
* Developed and maintain client communication tracking system.
* Active participant in weekly sales team meetings.

**Mahindra First Choice (Automaxx Preowned) Pvt Ltd- August 2013 to July 2014**

**Assistant Sales Manager :**

* **Continuously maintains elite position in** Sales and Finance Manager by consistently surpassing all eligibility requirements including sales objectives, customer satisfaction and education and training.
* **Highly supportive in team management** by maintaining a cordial relationship with team members providing helping hand in achieving target
* **Highly competitive in achieving targets** by making upto a 90 % of target achieved every consecutive month .

**Mahindra First Choice (Automaxx Preowned) Pvt Ltd- August 2012 to July 2013**

**Team Leader:**

Managed a successful sales team producing above average monthly sales ranging from $400k - $500k

* Suggest, assist in identify, setting up sales strategy
* Set up sales plan in order to archive sales target required by the company.
* Detailing sales action plan to ensure that the target will be achieved on a monthly, quarterly and annual basis.
* Support, motivate staff member to achieve individual and team target
* Supervise daily work of sales staff

**Experienced:**

Responsible for partnering with customers throughout the entire lease or purchase process including product selection, negotiation, insurance and financing, documentation and delivery. Maintains positive customer relationships by managing all post- purchase/lease needs.

* **Recognized for producing a 95.7% customer satisfaction** rating against an 89% regional average
* **Approaches the growth and retention of customer relationships** with a philosophy of providing continuous support beyond the day of sale, earning a 3.97 out of 4.0
* **Developed and implemented a database tracking system**
* **Maintains a diverse customer base** spanning a wide range of professions, including: medical professionals, small business owners, educators, attorneys, CEO’s, professional athletes and celebrities.

**EDUCATIONAL BACKGROUND**

* **PROFESSIONAL QUALIFICATION:**

|  |  |  |  |
| --- | --- | --- | --- |
| **Qualification** | **Board** | **Year** | **Grade** |
| M.B.A (Marketing) | Pune University | 2013 | II |

* **ACADEMICS QUALIFICATIONS:**

|  |  |  |  |
| --- | --- | --- | --- |
| **Qualification** | **Board**  | **Year** | **Grade** |
| B.B.A (Marketing) | Pune University | 2011 | II |
| STD XII (commerce) | CBSE BOARD | 2008 | I |
| STD X | CBSE BOARD | 2006 | II |

**PERSONAL PROFILE**

**DTAE OF BIRTH :** 11.07.1988

**MARITIAL STATUS :** Unmarried

**LANGUAGE KNOWN :** English, Hindi, Marathi

**HOBBIES :** Participating in group activities, exploring places,making friends

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 **Gulfjobseeker.com CV No:** **1521276**