****

Humayun

**More than 15 years work experience in Automobile Industry**

Marital Status: **Married**

Date of birth: **12-07-1972**

Nationality: **India**

Driving license: **Yes**

Language**: Arabic, English, Hindi, Guajarati, Urdu**

Contact detail

[Humayun.308776@2freemail.com](mailto:Humayun.308776@2freemail.com)

|  |
| --- |
| **Personal Statement:** |
| *A Professional Coordinator with highly motivated, result oriented, untiring experience and invaluable skills is seeking a career in the area of Sales & Marketing to contribute my strengths to an international organization that has a ‘Vision’ where ‘Values’ are not compromised, challenges are cherished, people are ‘Valued’ for their contribution to the success of the team/organization.* |
| **Qualification/Education** |
| 2013 **Degree bridge course ( Equivalent to 12th ) Commerce From Karnataka State Open University** From Karnataka, India  2010 **Secondary Education : Council Of Secondary Education ( District –Patiala )** |
| **Trainings /Certifications** |
| **Computer Skills :**   * Microsoft Office : Word, Excel , Power Points   **BMW (AGMC) :**   * ME-ICTSales Consultant Used Cars 2015 : ( in progress ) * ICT Sales Consultants Assessment - 20/07/2015 * ICT Sales Consultants Part lll – 15/03/2015 * ME – ICT Sales Consultant Used cars 2015 |
| **Skills & Expertise** |
| * Meeting Sales Goals, Motivation for Sales, Selling to Customer Needs, Financial Skills, Documentation Skills, Scheduling, Telephone Skills, Listening, Verbal Communication, Customer Focus, Job Knowledge * Have presentation Skills and Motivation for Sales. * Excellence in sales planning, negotiation, prospecting and building  client Relationships. * Possessing excellence and great energy Level. * I am creative and always ready to meet regular sales goals.   **Hobbies:** Collecting Stamps, Reading Books, Music, Dance, Drawing images, Sports (Cricket). |
| **Employment History:** |
| 2014-till dare Full time**, BMW AGMC , Dubai**  Designation: **Sales Executives** |
| **Performed the following essential duties:**   * Responsible for sales, maintain and develop relationships with existing customers, develop new   Customers, gather market and customer information   * Represent the company at trade exhibition, campaigns and promotions. * Possess excellent sales and team skills. * Understands automobiles by studying characteristics, capabilities, and features; comparing and contrasting competitive models; inspecting automobiles. * Develops buyers by maintaining rapport with previous customers; suggesting trade-ins; meeting prospects at community activities; greeting drop-ins; responding to inquiries; recommending sales campaigns and promotions. * Qualifies buyers by understanding buyer's requirements and interests; matching requirements and interests to various models; building rapport. * Demonstrates automobiles by explaining characteristics, capabilities, and features; taking drives; explaining warranties and services. * Closes sales by overcoming objections; asking for sales; negotiating price; completing sales or purchase contracts; explaining provisions; explaining and offering warranties, services, and financing; collects payment; delivers automobile. * Provides sales management information by completing reports. * Updates job knowledge by participating in educational opportunities; reading professional publications. * Enhances dealership reputation by accepting ownership for accomplishing new and different requests;   exploring opportunities to add value to job accomplishments. |
| 1999-2014 Full Time, **Sun city motors company LLC**, Dubai  Designation: **Cars Showroom In charge.** |
| **Performed the following essential duties:**   * Develops buyers by maintaining rapport with previous customers; suggesting trade-ins; meeting prospects at community activities; greeting drop-ins; responding to inquiries; recommending sales campaigns and promotions. * Qualifies buyers by understanding buyer's requirements and interests; matching requirements and interests to various models; building rapport. * Demonstrates automobiles by explaining characteristics, capabilities, and features; taking drives; explaining warranties and services. * Closes sales by overcoming objections; asking for sales; negotiating price; completing sales or purchase contracts; explaining provisions; explaining and offering warranties, services, and financing; collects payment; delivers automobile. * Provides sales management information by completing reports. * Updates job knowledge by participating in educational opportunities; reading professional publications. * Enhances dealership reputation by accepting ownership for accomplishing new and different requests; exploring opportunities to add value to job accomplishment. * Develop and implement plans and strategies for quickly developing  sales territory. * Create, maintain, and provide accurate and timely sales forecasts  and funnel information. Articulate the value proposition of the product  and service to convert prospects. * Achieve the target given by the company and always give benefit to our company. * Make new business and foster existing customer relationships. * Creative and regularly meet sales goals. * Create sales planning, prospecting and building  client Relationships. |

|  |
| --- |
| 1992-1999 -Full time**, General Navigation and Commerce Company** *–* ( **GENAVCO**)Dubai, Designation:  **Sales Executives** |
| **Performed the following essential duties:**   * Responsible for sales, maintain and develop relationships with existing customers, develop new   Customers, gather market and customer information   * Represent the company at trade exhibition, campaigns and promotions. * Possess excellent sales and team skills. * Understands automobiles by studying characteristics, capabilities, and features; comparing and contrasting competitive models; inspecting automobiles. * Develops buyers by maintaining rapport with previous customers; suggesting trade-ins; meeting prospects at community activities; greeting drop-ins; responding to inquiries; recommending sales campaigns and promotions. * Qualifies buyers by understanding buyer's requirements and interests; matching requirements and interests to various models; building rapport. * Demonstrates automobiles by explaining characteristics, capabilities, and features; taking drives; explaining warranties and services. * Closes sales by overcoming objections; asking for sales; negotiating price; completing sales or purchase contracts; explaining provisions; explaining and offering warranties, services, and financing; collects payment; delivers automobile. * Provides sales management information by completing reports. * Updates job knowledge by participating in educational opportunities; reading professional publications. * Enhances dealership reputation by accepting ownership for accomplishing new and different requests;   exploring opportunities to add value to job accomplishments. |