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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

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| **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, India2010 **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
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|  **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.
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* 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.
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| 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.
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