

**Shaahid**

**Email id –** **Shaahid.332937@2freemail.com**

**Objective: -**

Enthusiastic to enroll myself in a challenging and growth oriented esteemed Organization in sales domain, where I can use my skills for the growth of the organization and as well as achieve professional growth.

**Work Experience:**

**Company Name Ansari Toyota**

**Duration 10 June 2008 – 30 Sep 2016**

**Designation Senior Sales Manager**

**Country J&K India**

# Responsibilities –

* Plan and execute such strategies as to ensure that the budgeted target for showroom is achieved or exceed in volume and profit term.
* Communicate sales plan and target to the sales team to achieve targets successfully.
* Deal with critical problems, major customer complaints or issue that may be escalated and ensure prompt action or decision for timely resolution
* Interact regularly with the existing and prospective customers to establish profitable relationship and determine their present and future requirements.
* Maximize usages of Demo’s and monitor Demo to sale ratio.
* Manage all aspect of the showroom to ensure high standards in the display, housekeeping and product information to convey the desired image of the brand and the company.
* Respond to telephone and in-person requests for information.

**Company Name K C Hyundai Pvt.Ltd.**

**Duration 14 March 2004 – 30 April 2008**

**Designation Senior Sales Consultant**

**Country J&K India**

# Responsibilities

* Figure out customer’s needs by listening and asking questions.
* Ensure that customers understand the vehicle’s operating features, safety features, paperwork, service& Maintenance and warranty
* Close sales by overcoming objection(s); complete sales or purchase contracts; explain provisions; offer services, warranties and financing; collect payment and deliver automobile
* Perform walk-around with new and old customer and demonstrate features of suitable vehicles
* Participates in sales meetings and training provided by the dealership and manufacturers
* Close sales by overcoming objection(s); complete sales or purchase contracts; explain provisions; offer services, warranties and financing; collect payment and deliver automobile.
* Assisting Clients during test drives.

 **Education**

* Diploma Mechanical Engineering from SSM college of Engineering parihas pora Pattan Srinagar J&K India 2000-2003
* High School from State board of school education Srinagar 1999

**Skills**

 Determination  Active listener  Enthusiasm  Flexibility  Customer Service Skills  Teamwork &

Supervision  Quick learner  Problem Solving