Jenson

Jenson.347362@2freemail.com

**CAREER OBJECTIVE**

An ambitious person who has developed a mature and responsible approach to any task I undertake or the situation that I am presented with. I am excellent in working with others to achieve certain objectives on time and with excellence.

**PERSONEL SKILLS:**

* Teamwork skills (worked well as part of a team in previous experience)
* Implementing innovative ideas.
* Good sports person.
* Ability to quickly adapt to new environment.
* Highly job committed.
* Good convincing power.
* Problem solving skills.
* Self-motivation and ability to take the initiative.
* Quick learner, keen to learn and improve skills.

**PERSONEL ACHIEVEMENT:**

* Employee of the months for continues for 2 months in JCB.
* Promotion activities in various localities with good out come in Honda.
* MBA in sales & Marketing from Sikkim Manipal University.

**CAREER HISTORY**

**Company: Honda Pvt Ltd, Mumbai (Car Sales)**

**Designation: Senior Sales Consultant**

**Period: Sept 2016 – Nov 2016**

* 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 responding to inquiries.
* Qualifies buyers by understanding buyer's requirements and interests; matching requirements and interests to various models.
* Demonstrates automobiles by explaining characteristics, capabilities, and features; taking drives.
* Helping consultant incase if the deal is stuck due to any objection from customer.
* 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.
* Provides sales management information by completing reports.
* Updates job knowledge by participating in educational opportunities.
* Enhances dealership reputation by accepting ownership for accomplishing new and different requests; exploring opportunities to add value to job accomplishments.

**Company: Coastal Honda Pvt Ltd, Goa (Car Sales)**

**Designation: Sales Consultant**

**Period: Aug 2014 – July 2016**

* 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; responding to inquiries.
* Recommending sales campaigns and promotions.
* Qualifies buyers by understanding buyer's requirements and interests; matching requirements and interests to various models.
* 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.

**Company: JCB Earthmovers Pvt Ltd, Goa (Spare parts)**

**Designation: Parts Executive**

**Period: June 2011 – July 2014**

* Maintain customer goodwill by greeting and acknowledge all customers he/she comes in contact with.
* Assist in keeping parts department clean and orderly.
* Record all sales and customer transactions that occur.
* Provide service technicians with parts as required.
* Assist with Parts Manager in merchandising displays.
* Maintains the retail sale floor and displays to meet or exceed the dealerships standards and today's customer satisfaction.
* Controls showroom inventory to ensure maximum sales and customer satisfaction.
* Performs routine housekeeping tasks that maintain and enhances the cleanliness of products and the retail sales area.
* When working the parts counter, follows prescribed cash, credit, and check processing procedures of the dealership.
* Attends training as prescribed by management to maintain proficiency in job description.
* Uses dealership equipment and resources safely and proficiently.
* Performs other tasks as required by Parts Manger.
* Verify receiving documents.
* Follow up on shortages and expedite by reporting to Parts Manager.
* Should be knowledgeable in merchandising
* Sells products and services to repair the problem and meet the customer's needs.

**Customer Service:**

* Assist in handling customer complaints and concerns and make sure the problem is corrected to the customer and dealership’s satisfaction
* Greet customers immediately in a courteous manner
* Treat customers fairly and with honesty, and demonstrate our commitment to superior customer service and ethical business practices.

**EDUCATIONAL QUALIFICATION**

|  |  |  |  |
| --- | --- | --- | --- |
| **Qualification** | **Institute/university** | **specialization** | **Year** |
| **MBA** | **Sikkim Manipal University** | **Sales/Marketing** | **2012-16** |
| **BBA** | **St Xaviers College, Goa University** | **General** | **2008-11** |
| **HSSC** | **St Xaviers Higher Secondary School, Goa** | **Accounts & Audit** | **2006-08** |

**COMPUTER SKILLS:**

* **Knowledge in MS word, Excel & Power Point**
* **Co-operate software’s worked on SAP.**
* **Knowledge in delite a co-operate software.**

**PERSONAL PROFILE:**

**Date of Birth: 28th April 1991**

**Marital status Gender: Single/Male**

**Nationality: Indian**

**Languages Known: Spoken & written knowledge of English Hindi & Konkani.**