ISMAIL

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**Executive Profile**

Around 2 years’ experience as Fleet Sales Consultant in a leading and progressive Automobile Company based in India

***Core competencies include:***

Customer Relations Management Reporting Sales Negotiation

Buyer Behavior / Awareness Pricing Strategies Staff Training and Mentoring

Corporate Fleet Sales Troubleshooting and Conflict Resolving

**Career Objective**

Seeking a challenging position in the field of Sales and Marketing where my educational potential, analytical ability and job experience will contribute to the productivity and profitability of the organization and betterment of my career prospects.

**Work Experience**

Company: Surya Nissan-Datsun India Private Ltd. – Bangalore, India.

Designation: Senior Sales Consultant

Duration: January 2014 – November 2015

Surya Nissan-Datsun is one of the leading automobile companies in India, being the dealer of renowned Japanese automobile company NISSAN motors. It is well versed in selling all Nissan brand automobiles across Karnataka including their DATSUN brand or automobiles.

***Job Responsibilities:***

* Build and maintain relationships with existing and prospective fleet customers. Function as customer advocate and primary sales contact by complete follow-up from initial contact, quotes, demonstrations, negotiation and closing of deals
* To gain & understand of good technical knowledge of the vehicles and competition / systems and procedures.
* Co-ordinate with branches / Head Office for movement of vehicles
* Selling, closing, servicing and expanding the current customer base.
* Expertise in pricing strategies, client relations and needs assessment, marketing, financial management, administration.
* Scheduled plan and targeted specific prospective customers in assigned area.
* Planning and preparing status reports and ensuring compliance with company goals.
* Preparing daily workloads for staff & coordinating the daily allocation of work.
* Dealing with client related issues and resolving them effectively.
* Working with the sales and marketing team to drive sales forward.
* Train and Motivate new hires.
* Prepare daily / weekly / monthly reports based on target
* Implementing new initiatives by developing and implementing sales plans for penetrating new markets.
* Accommodating the client's product preference via presentation and demonstration.
* Maintain good customer relationships to insure customer satisfaction.

*Key Accomplishments:*

* Awarded with Star performer for exceeding the sales target in two consecutive quarters.
* Played a major role in seeking sponsors for the State level management fest.
* Promoted to Senior Sales Consultant in my journey with Surya Nissan.

**Education, Training and Management courses:**

* Bachelor in Business Administration: Dharwad University - 2013 - India
* Attended seminars on Customer relations, marketing management and team building.

**Personal Information**

Birth Date: 24-Oct-1992 Gender: Male Marital Status: Single

Nationality: Indian Hobbies: Reading, Music Visa Status: Visit

Linguistic Proficiency: English, Hindi

**Reference furnish upon request**