

Labeeb

Sales Quality Manager

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| Objectives | To put my abilities and learning skills to best use and make my effective contribution to an organization for a bright and rewarding career and challenging opportunity that would utilize and encourage my abilities through dedicated hard work and resources of the company to achieve combined growth. |
| Experience | **Apco honda - malappuram May 2015 – Present**  Sales Quality Manager.  **Key Responsibilities:**   * Forcasting & achieving Monthly sales targets. * Managing Delership sales effort at the showroom & in the field. * Planning & exicution of sales promotional events to generats leads . * Building and maintaining relationships with customers and key personnel within customer companies. * Conducting business reviews to ensure clients are satisfied with their products and services. * Conducting regular customer relationship activities * Responsible for implementation of Honda EDGE Sales Operating Procedures. * Monitoring company performance against service level agreements and flagging potential issues. * Escalating and resolving areas of concern as raised by clients. * Liaising with internal departments to ensure client needs are fulfilled effectively. |
|  | **Classic hyundai – malappuram** **Sep- 2013 - April 2015**  Premium car sales & Marketing Head.  **Key Responsibilities :**   * Planning, Organising , management & administration of overall premiumcar sales & marketing activites. * Managing dealership profitability & employee satisfation. * Conducting cost effective marketing events as per Hyundai guidelines in co-ordination with sales team * Responsible for sales targets & Monitoring business growth. |
| Training Attended | * Honda Soft Skill Training (2 days) * Honda Product Training ( 1 week) * Sqm Training (2 days) * Hyundai soft skills & product training ( 1 week). |
| IT Skills | * Proficient with MS Word, Excel, and PowerPoint. * Web and Social Skills. Email..etc |
| Education | |  |  |  |  | | --- | --- | --- | --- | | **MBA**  (FINANCE & MARKETING) | EAST POINT COLLEGE OF HIGHER EDUCATION BANGALORE | 2013 | 65% | | **BBM(CA)** | SANKARA COLLAGE OF SCIENCE &  COMMERCE.BHARATHIAR UNIVERSITY. | 2011 | 70% | | **PLUS TWO** | IDIAL HIGHER SECONDARY SCHOOL | 2008 | 60% | | **SSLC** | G.V.H.S.S | 2006 | 62% | |
| Projects | * **Mini Project** : Organizational study on Viswakeerthy Herbals India Pvt Ltd (Kerala) MBA. * **Main Projects** : Study on the Impact of Advertisement Strategies in Bharati Air-tel Ltd (Bangalore) MBA * Study On Training And Development With Special Reference To Malabar Regional Corporation (Kerala) BBM-CA. |
| Personal details | Date of Birth : 1-07-1989  Sex : Male  Marital Status : Married  Nationality : Indian  Religion : Islam - Muslim  Languages Known : English, Malayalam, Tamil  Hobbies : Seeking current technologies ,Travelling |
| Declaration | I hereby declare that, the above-mentioned facts are true to the best of my knowledge. If given an opportunity, surely I will work with the best of my abilities & talents.  Date : **Labeeb** |