

Labeeb

Sales Quality Manager

🖂 labeeb.374744@2freemail.com

|  |  |
| --- | --- |
| 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 : 1-07-1989Sex : MaleMarital Status : MarriedNationality : IndianReligion : Islam - Muslim Languages Known : English, Malayalam, TamilHobbies : 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**  |