Curriculum Vitae

Sales Manager

**(**Bearings, Spare parts, Lubricants and Batteries**)**

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| **PERSONAL INFORMATION** | |
| **Full Name :** | PRASHANT |
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| **Contact :**  **Date of Birth :** | [Prashant.383891@2freemail.com](mailto:Prashant.383891@2freemail.com)  19-Oct-1985 |

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| **JOB OBJECTIVE :** |
| **I am an experienced and highly energetic candidate in view of my work experiences, knowledge, long term aspirations and customer service, Sales experience in the field of Spare parts, Bearings, lubricants and batteries & Marketing Team development,**  **Now looking for a new and challenging managerial or consultancy position, one which will make best use of my existing skills and experience and also further my personal and professional development.** |
| **PROFESSIONAL EXPERIENCE** | |
| [**Siddharth Grease & Lubes FZE**](https://www.linkedin.com/company/10066781?trk=prof-exp-company-name) **Dubai**  **April 2017- Still Working.** | **Sales Manager (Grease and Lubricants for Far East, South Africa, and South America and Dubai only.)**  • We are the Manufacturer. We are also doing third party blending.  • Prospect for new business, Negotiate and up-sell existing clients. • Maximize sales and increasing profitability to meet targets. • Formulate prices and prepare quotations for submission to clients and follow-up to completion of orders. • Identify the business needs of customers. • Meeting prospective clients and generate the business through the regular interaction and close the lead independently. • Setting up meetings with decision makers to gather more business. • Develop and execute a territory and account management plan. • Develop and deliver creative solutions to meet customer needs. • Establishing and maintaining working relationships.  • Administering accounts and writing reports. • Providing Directors with market feedback. • Ensure smooth and efficient operations of all support systems e.g. Stock Management, Logistics & Shipping documentations. • Manage After sales Support. • Managing a team of coordinators assigning daily work responsibility. • Confirmation, Performa Invoice, Goods Delivery Notes, Dispatch Form, sales register, Statement of accounts, original invoice and Payment Recovery. |

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| **PROFESSIONAL EXPERIENCE** | |
| [**Gulf Worldwide Distribution FZE**](https://www.linkedin.com/company/10066781?trk=prof-exp-company-name) **Dubai**  **August 2013- April 2017** | **Sales Manager (**Bearings, Spare parts ,Lubricants & Batteries**)**  • Prospect for new business, Negotiate and up-sell existing clients. • Maximize sales and increasing profitability to meet targets. • Formulate prices and prepare quotations for submission to clients and follow-up to completion of orders. • Identify the business needs of customers. • Meeting prospective clients and generate the business through the regular interaction and close the lead independently. • Setting up meetings with decision makers to gather more business. • Planning and preparing corporate presentations. • Develop and execute a territory and account management plan. • Develop and deliver creative solutions to meet customer needs. • Establishing and maintaining working relationships.  • Communicating new product developments to prospective clients. • Conduct Business Reviews with the designated accounts on a periodic basis. • Ensure effective monthly sales forecasting, stock management and execution of the stock management priorities. • Administering accounts and writing reports. • Providing Directors with market feedback. • Follow up the accounts dept. to issue the invoices on monthly basis or as appropriate, review them and make sure that they are handed over to the proper location for each client. • Ensure smooth and efficient operations of all support systems e.g. Stock Management, Logistics & Shipping documentations. • Manage After sales Support. • Follow up with the clients to release the payments. • Managing a team of coordinators assigning daily work responsibility. • Maintaining process of stock Details, Sales Quotation, Production Booking, Sales • Confirmation, Performa Invoice, Goods Delivery Notes, Dispatch Form, sales register, Statement of accounts, original invoice and Payment Recovery.  • Dealing with lubricants like: - Exol, Shell, Sharlu as well. We are supplying to B2B customer as well |
| **Emerald Spare parts LLC.**  **Dubai (Saud Bhawan Group)**  **2012-2013** | **Sales Executive** (Japanese and Korean Cars parts, lubricants, and accessories) **at Emerald spare parts LLC. (Toyota, Chevrolet -Kia –Hyundai.)**  Manage the sales administration function, operational performance reporting, streamlining processes and systems wherever possible.  Selling lubricants (Sharlu, Caltex), car parts and accessories |
| **Himgiri Automobiles**  **(Authorized Distributor) 2008 to 2011** | **Sales Executive** (Authorized Distributor for Hero-Honda Motorcycle and spare parts and lubricants (Castrol) to all hero Honda services centers.  They are Authorized for complete Delhi and NCR region. |

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| **SHOWS AND EXHIBITIONS** | |
| **Automechanika Dubai 2012** | Participation at the international exhibition Automechanika Dubai as an Exhibitor  For all kind of Japanese and Korean spare parts challenger and Maxlife Gold Battery & Sharlu Lubricants |
| **Automechanika Dubai 2013** | Participation at the international exhibition Automechanika Dubai as an Exhibitor  For all kind of Japanese and Korean spare parts Challenger and Maxlife Gold Battery & Sharlu Lubricants |
| **Automechanika Dubai 2014** | Participation at the international exhibition Automechanika Dubai as an Exhibitor  For KOYO,IKO,DPI Bearings Maxlife Battery & Exol Lubricants |
| **Automechanika Dubai 2015** | Participation at the international exhibition Automechanika Dubai as an Exhibitor  For KOYO,IKO,DPI Bearings Maxlife Battery & Exol Lubricants |

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| **EDUCATION :** | |
| **2005-2007** | **M.B.A**  Specialty: Marketing  **Sikkim Manipal University(S.M.U)** |
| **2002-2005** | **B.Com (Pass)**  Specialty: commerce  **Delhi University.** |
| **2001-2002** | **Baccalaureate in Sciences**  Higher Secondary School from C.B.S.E (Ghaziabad) |

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| **Internships:** |

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| **KEY SKILLS DUTIES AND COMPETENCIES** | |
| **Management Skills** | - Excellent account management skills.  - Strong presentation and negotiation skills.  - Contacting and communicating with high end decision makers. Ability to follow up with clients in a timely professional manner.  - Good knowledge of Customer Marketing Databases and how to use them.  - A successful track record in new business development within the SME sector. Ability to work long hours, often under pressure. |
| **DUTIES** | - Working closely with the Sales Director to prospect, pitch & close new business.  - Gaining a strong knowledge and understanding of a clients’ brand and products and pricing.  - Organizing weekly team meetings with staff, directors and senior managers. - - Involved in the day to day management of clients.  - Participation in team building and sales training events.  - Address client concerns and ensure the resolution of issues in a timely manner.  - Maintaining contact with clients - giving them regular updates.  - In charge of budgets and administration.  - Oversee existing campaigns to grow key accounts.  - Delivering ongoing market analysis and assessment of competitors. |
| **Visited all assign Territory.** | - Timely visited to the assign territory. Like: - Complete Far- East, Egypt, Turkey, Saudi Arabia, Bangladesh and South India as well.  - Gaining complete knowledge of the market to aware all competitors activity  - To generate more trust and make strong relationship with the existing customer.  - To Create new customer as well.  - Also to introduce new products. |

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| **Divers** | |
| Languages : | **Hindi**: Mother Tongue.  **English**: Written and spoken |
| **Date of Birth :** | **19-10-1985** |
| **Driving License :** | **UAE driving license** |
| Hobbies : | Football, Traveling, |