

PERSONAL INFORMATION Abhilash

Abhilash-397623@gulfjobseeker.com

Visa Status : Visit Visa ( 3 Months dated from 12th March 2020 ) Sex Male | Date of birth 20/04/1992 | Nationality Indian

PREFERRED JOB Mechanical engineer

WORK EXPERIENCE

20/06/2016–14/11/2017 Sales Officer

# United Toyota, Mangalore (India)

* Responsible for sales in the organization.
* Achievement of Targets.
* Lead Generation.

01/12/2017–05/05/2018 Certified Relationship Manager

# Kalyani Motors NEXA, Bangalore (India)

* Responsible for sales.
* Achievement of Targets Given.
* Lead Generations.
* Delivery of vehicles.

02/07/2018–Present Territory Sales Representative

* Handling Team of 25 Counter sales representatives.
* Responsible for sales throughout Dakshina kannada and Udupi Districts.
* Responsible for Marketing Activities Throughout Dakshina Kannada and Udupi Districts.
* Handling Distribution Segment for Two Districts.
* Responsible for recruitment for the Team.
* Handling 80 direct dealers across two districts.
* Responsible for Growth year to date in the Organization.

EDUCATION AND TRAINING

01/06/2007–25/03/2008 Secondary School Leaving Certificate

# Rosario High School, Mangalore (India)

01/06/2009–25/03/2010 Pre-University College Certificate

# Milagres PU College, Mangalore (India)

01/07/2010–25/06/2016 B.E Mechanical

# Sahyadri College Of Engineering And Management, Mangalore (India)

PERSONAL SKILLS

Mother tongue(s)

Foreign language(s)

UNDERSTANDING

SPEAKING

WRITING



Tulu

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  | Listening | Reading | Spoken interaction | Spoken production |  |
| English | C2 | C2 | C2 | C2 | C1 |
| Kannada | C1 | C1 | C1 | C1 | C1 |
| Hindi | C1 | C1 | C1 | C1 | C1 |



Levels: A1 and A2: Basic user - B1 and B2: Independent user - C1 and C2: Proficient user [Common European Framework of Reference for Languages - Self-assessment grid](http://europass.cedefop.europa.eu/en/resources/european-language-levels-cefr)

Communication skills - Good communication skills gained through my experience as Sales Representative.

* Excellent Contact Skills.
* Good Listening.
* Empathising.

Organisational / managerial skills - Team Leader Responsible for a team of 25 people.

* Managerial Skills.
* Organisational Skills.
* Team Leading Skills.

Job-related skills - Good Command on sales.

* Mentoring Skills.
* Product Knowledge.
* Time Management.
* Communication.
* Strategic Prospecting.
* Active Listening.

Digital skills SELF-ASSESSMENT

Information

processing

Communication

Content

creation

Safety

Problem-

solving

Independent user Proficient user Independent user

Independent user

[Digital skills - Self-assessment grid](http://europass.cedefop.europa.eu/en/resources/digital-competences)

Other skills **Softwares**: Solid Edge, Femap NX Nastran, NCee Turn, NCee Mill, Adobe PhotoShop , MS Word, MS Excel and Power Point.

Driving licence A2, B

ADDITIONAL INFORMATION

Honours and awards · Won 2nd Place in ‘TECH VISION 2015’ for my Project, State Level.

* Won 1st Place in ‘Science Exhibition’ held at Srinivas Institute Of Technology in the year 2009.
* ‘A’ Certificate in National Cadet Corps.

## Projects Design and Fabrication of Foundry Sand Re-Conditioner:

**Description:** In this project the Manual Sand breaking time was reduced from an average time of Ten Minutes to an astonishing time of Five seconds.

## Projects Design And Fabrication Of Hydraulic Rod Bending Machine :

**Description :** This Project is to bend the rod to specified dimensions which is used in the building construction which is called as Stirrups.