**Gulfjobseeker.com CV No:** **1313148**

**Mobile +**971505905010 / +971504753686

To get contact details of this candidates

Submit request through Feedback Link

<http://www.gulfjobseeker.com/feedback/submit_fb.php>

**PERSONAL SUMMARY:**

***10 Years golden experience in Automobile field and industry with***

*(****Diamond lease Car Rental****)*

An assertive, self-starter who loves to sell, thrives in a fast paced environment and understands the automotive retail industry inside out. I have extensive product knowledge of the latest vehicle models, and is more than able to roll up his sleeves and drive performance forward. As someone who has learnt about the automotive business from the ground up, i knows exactly how to play a significant role in managing a automobile companies. Right now I have a strong desire to work in an environment that offers uncapped earning potential. My aim is to join as senior positionthat is looking for an experienced managerial position to join their winning team.

**AREAS OF EXPERTISE:**

Trade Ins. Sales Agreements Motivating Team Members

Dealer Incentives Extending Warranties Car Leasing & Rental

Creating Results Enhancing a Dealerships Image

Dealership Operations Customer Follow Up Internet Marketing

Used Automobile Sales

**RECENT AWARDS:**

In recognition to my outstanding performance **Safi Motors** Sponsor my visit to the United Kingdom, Switzerland, Germany,Singapor and Sudia Arabia

* 13 years experience in G.C.C Automobile Industry especially SALES & PURCHASING with all Type of Brands ( Japans ,German , American and Korean )
* Naturally very strong sales and purchasing Skills and very friendly Mind Person
* **Professional Sales , Purchasing and Leadership Experience**
* Strong English, Hindi and Arabic communication Skills.
* 2 Year Automobiles Sales & Purchasing experience from Safi Motors In**Japan**
* **6**Years rewardingSalesExperience in**Al Habtoor/ Diamond Lease-Used Cars**.
* Developed & maintainedStrongRelationship during this period with leading **Automobile Dealerships**/**Trading Companies&Customers**in GCC Particularly with**UAE, Iraqi, Jordanian, Libyan, Russian, Omani& KSA**Customers resultantly the improvement of Business.
* More than **300Major& Regular Business Contacts**forExports&Locally (Bulk Buyers) who can be able to give me very good sales business for my new assignment.
* Strong Communication Skills to **Understand Customers, Market Dynamics**& ability to deal with people at all levels for increasing the sales with more profit that’s why I am **100 % Result Oriented Professional.**
* Used cars Fleet controlling of more than 500 vehicles monthly.
* Able to handleAuto Financing and Business Administration.

**PROFESSIONAL EXPERIENCE:**

**TARIQ MIAMI Group of Companies:**

**U.A.E PO Box 25944 January 2010 – Till Date**

**Position: General Manager Used Cars**

**Responsibilities:**

* **TARIQ MIAMI Used Cars Trading** have **3 Show rooms**for Used & New cars Sales in UAE**( Dubai , Sharjah, Ajman )**and I am handling all these 3 show Rooms and around 200 Vehicles selling & buying is my monthly Target ( Export & import ) and I am Directly Responsible for all operations and selling & buying .
* Creating the annual dealership sales forecast by estimating total vehicles sales gross and operating profits as well asexpenses for the new-and-used sales departments.
* Meeting with vehicle sales team to plan and implement objectives for achieving sales and gross profits.
* Hiring and monitoring the performance of the sales & purchasing team, holding weekly sales meetings and conducting sales training.
* I was handling 10 million capitals to circulate it in buying and selling the vehicles for company.
* Strong relation and contact with all UAE reputed companies, rental authorities for buying and selling vehicles.
* For import purpose visit different countries to make analysis of the import and export market.
* Working directly with the sales team on making recommendations on both short and long-range advertising plans, sales promotions, staffing needs, lease promotions and compensation plans.
* Attending to customer complaints, ensuring that a high level of customer satisfaction is obtained.
* Auditing all appraisals of trade-in vehicles.
* Well knowledge in evaluation for any used vehicle as per condition of body, engine and millage.
* Strong knowledge of Auto Mechanic and Body Shop field.
* Responsible for all activities of purchases and sales of the vehicles, after comparing the prices.

**MITSUBISHI MOTORS**

**Position: Assistant Sales Manager:**

**Diamond Lease User Car Department January2005 – December 2009**

**Shining Points:**

* Working as **Assistant Manager (Used Cars)**from last 2year during my tenure with Al Habtoor Motors/ (Diamondlease Used Car)Company has increased by a remarkable sales margin from **150 vehicles monthly to 500 vehicles** a reflection of good Sales Managerial skills.
* Having achieved the award for **Best Sales Performance** for 3 years simultaneously **2007 /2008/ 2009.**

**Responsibilities:**

* Meetings with customers and convince them for the higher prices
* Attain to customers’ needs & queries & make sure to them that you are in right place to buy the best vehicle.
* Having the ability to understand the customers’ mentality and choice.
* To assist the customers in acquisition of the bank loan / finance.
* Follow up for Bank & Finance companies for payments.
* To assist / advise customers on the best option to acquire the car.
* To convince / advice customer to purchase higher vehicle option.
* Always willing to work with the Consent of the Manager / Boss is always right.
* To interact with the Local & Foreign customers, in order to understand their market demands.
* To survey the market & analyze the updated market trends.

**SAFI MOTORSP.O Box 63292, Dubai, UAE May 2000 – December2004**

Position: Sales & Marketing Supervisor:

**Responsibilities:**

* To interact with the local and foreign customers, in order to understand their market demands.
* To place orders with the Mother Company in Japan based on the market trends in order to fulfill client’s requirements, effectively and on time.
* To monitor General Financial Matters, Company Transactions with the customers and Funds Transfer to the mother company.
* To ensure the arrangements for Processing Customs, Import and Re-export documents.
* During this time buy and Exports more than 3000 Vehicles for Safi Trading Co Japan

**SAFI Trading Co, 12 Yaguchi Hirota Cho**

**Toyota City, Japan January 2003 – Dec 2004**

**Position: Purchasing Supervisor:**

**Responsibilities:**

* Responsible for negotiating and arranging the right product for the Gulf & African Market keeping in mind the cost and demand factors.

**Reference:**

Should be furnished on demands.