# C:\Users\Veena Monthero\Downloads\New Doc 2019-01-26 10.03.10_2.jpgCURRICULUM VITAE

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# Kiran

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# Career Objective:

# Have exposure to a competitive environment and challenging responsibility with a view to seek long term career growth coupled with organizational growth.

**Professional Summary:**

Motivated Sales person with 8+ years of Automobile Car Sales experience. Proven track record of exceeding sales goal in competitive environments. Relate well to diverse customers with strong skills in quickly determining needs and matching best vehicle options to close leads.

**Academic Credentials :**

* Completed the Bachelor of business Management, (**B.B.M)** in 2010
* Completed the Pre- University Education, (**P.U.C)** in 2007
* Completed the Karnataka Secondary Education Examination Board, (**S.S.L.C**) in 2005

**Additional Qualification**

* MS Office- MS Word, MS Excel, Power Point
* Tally 9.0 .

# Professional Experience:

**Karnataka Agencies**

**(**Authorised dealer for **Mahindra and Mahindra**)

**Designation**: Team leader and Admin Apr 2018 - Feb 2019

**Designation**: Senior Sales Consultant June 2014 – Mar 2018

# Tafe Access Limited Feb 2013 – Mar 2014

# (Authorized Dealer for Skoda Auto India)

# Designation: Sales Consultant

# Bharath Auto Cars private Limited June 2010 – Jan 2013

# (Authorized Dealer for Maruti Suzuki India Ltd)

# Designation: Sales Consultant

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**Functional Responsibilities:**

* Assisted customers who enter the dealership, answered their questions and helped them select a vehicle that is right for their needs
* Assisted customers in selecting a vehicle by explaining each models features and benefits and described all optional equipment. Qualified and guided buyers by understanding buyer's requirements and interests. Presented test drives and adhered to dealership procedure to achieve proper identification prior to test drive.
* Prepared effective action plans and schedules – Participated in marketing plan design and execution
* Took part in trade shows and other marketing events.
* Perfected knowledge of product, market, and indoor sales strategy.
* Closed sales by overcoming objections, asked for sales and negotiated price.
Completed sales and purchase contracts, explained provisions and offering warranties, services, and financing.
* Handled and resolved any complaints or concerns from customers..
* Payment Advised customers regarding options; loans and leasing banking terms.
* Handling deliveries of the vehicle and demonstrations.
* Established relationships with new customers – Showed customers how to use acquired vehicles after delivery.
* Maintained contact with existing customers through meeting, emails and by phone.
* Worked with company staff to effectively close sales – Worked in coordination with sales management, logistics, marketing, and tech-service
* Maintained familiarity with used cars and stayed updated regarding competitor’s products. Kept up to date on changes in pricing, leasing programs, different incentives, campaigns and tradeshows.

**Training:**

* Intensive training to dealer sales personal has been an ongoing process with the principals
* Undergone sales training programs conducted by principals as and when they launch new upgrade models.
* These as well as other selling skills training have been conducted by reputed Institute /Agencies.
* Undergone a Various Training like Time Management, Cars Products, basic selling skills & much more Related with Automobiles.
* Undergone training for International Banking Services and Operations
* Training about Capital Market, Money market, Derivatives, Foreign Exchange. Retail and Corporate banking, International Payment System

#### Personal Dossier:

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| **personal details*** **Gender**: Male
* **Marital Status**: Single
* **Languages Known**: English, Hindi, and Kannada
* **Religion**: Roman Catholic (Christian).
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