**EHTESHAMUDDIN**

**Email:** **ehteshamuddin.388321@2freemail.com**

**Objective:**

**A challenging position in a professional organization where I can enhance my skills and knowledge in conjunction with the organization's goals and objective**

**Career Profile:**

* **A competent 15 years of in-depth concrete experience in Sales & Marketing.**
* **A strong leadership and team player.**
* **Skilled in cultivating excellent relationship.**

**Education:**

* **M.B.A. in Marketing Specialization,L.N.M.College of Business Management**[2003-2005]
* **Diploma in Computer Soft Ware ,**[JUNE'1994-JUNE'1996]

**Professional experience**

**1. VIKRAMSHILA AUTOMOBILES {P} LTD.**

**Tata Motors is one of a leading global automobile manufacturer covers a wide range of cars, sports vehicles, buses trucks and defense vehicles. Tata Motors is India’s largest automobile company.**

**Designation : Sales Manager**

**Duration : April 2016 to till date**

**Roles and Responsibility**

* **Conduct survey to identify potential customers interested in making Vehicle purchase.**
* **Reach out to clients through calls, home visits, and arranged meeting to spot their needs/preferences**
* **Elaborate and display vehicles features, specifications, and capability to meet customer requirements**
* **Assist clients in selecting a suitable automobile that suits their specifications and preference**
* **Conduct price negotiations to strike a favorable bargain optimal for both client and manufacturer/dealer.**
* **Carry out inspection of automobiles to ensure it is in top shape for sales and client use.**
* **Employ their up- to-date knowledge of vehicle features/characteristics in addressing client misconceptions or inquiry about a model.**
* **Maintain contact with clients to ensure**
* **Monitor vehicle inventory and ensure timely supply of orders.**
* **Responsible for the training of fresh car sales employees.**
* **Assist with resolution of customer issues with purchased cars.**
* **Present regular reports to management on sales activities and maximized profits**

**2. OMASCO (Oman Marketing & Services Company)**

One of the renowned & prestigious Automobile Company in OMAN the exclusive importers for Honda.

**Designation** : **Sales Manager**

**Duration**  : **April 3rd 2013 to January 2016**

Roles and Responsibility

* Adept in heading overall profitability of operations and accountable for strategic utilization and deployment of available resources to achieve organizational objectives.
* Responsible for the key area to develop the market value as well as sales volume
* Proficient at providing value added customer service by resolving customer issue & ensuring their satisfaction with the product and service norms.
* Strong organizer, motivator, team player and a decisive leader with successful track record in directing from original concept through implementation to handle diverse market dynamics.
* An effective communicator with excellent relationship building & interpersonal skills.
* Access selective missions and objectives and take actions to achieve them.
* Conference, meetings, with the senior management related Performance/New pans.
* Developing strong relationship with the companies and key areas.
* Responsible to accomplish the tasks effectively and efficiently.

**3. SUHAIL BAHWAN AUTOMOBILES LLC**

One of the leading Automobile Company in OMAN the exclusive importers in Oman for Nissan, Renault, Infiniti, BMW, Min Cooper, Rolls Royce, Iveco & New Holland

**Designation : Team Leader (Business Development Team Head)**

**Duration : February 17th 2009 to February 21st 2013**

Roles and Responsibility

* Designing and maintaining an environment in which individuals are working together in groups, efficiently accomplish selected aims.
* Responsible of getting things done threw and with the people in formally organized group.
* Identify work force and the productivities to accomplish their tasks effectively and efficiently.
* Handling a team of people and responsible for their target achievement.
* Preparing and maintaining daily as well as monthly target/MIS for the team.
* Responsible for team building, team motivational exercises to maintain consistent performance.
* Develop strong inter-personal relationships with the team to cohesively bond them together with the Company and integrate them with the vision and core values.
* Enhance their productivity, mentoring and coaching of new agents to bring them up the learning curve.

**Achievements**

* **Got best sales award of the year 2009 (HALL OF FAME)**
* **Got best sales award and appreciation letter in the year 2012.**
* **Promoted to branch in charge for Renault.**

**4. SALALAH CONSTRUCTION & TRADING CO.**

**Designation : Marketing Specialist**

**Duration : May 8th 2007 to Feb. 2009**

Roles and Responsibilities

* Managing the companies’ prestigious customers, corporate sales and customer development.
* Building cooperation and confidence among the team and sales agent.
* Attending customer complaints and taking quick action.
* Responsible for new business development team for the region.
* Preparing and implementing market strategy in order to meet the targets

**5. LE COMFY CO.**

**Designation : Business Development Executive (Campus selection in M.B.A. final semester)**

**Duration :** January 28th 2005 to April 30th2007

**Roles and Responsibilities**

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* Responsible to analyze customer’s need, market trends and identifies the new customers.
* Designing and planning market strategies and programme.
* Promotion of the product, advertising sales force and make public relation.

**6. RUSHIL DECORATION PVT LTD.**

**DESIGNATION : Sales Executive**

**Duration :** Aug. 2000 to July 2003

**Roles and Responsibility**

* Responsible to achieve target.
* Planning schemes for customer and maximise the sale to achieve the target.
* Convincing customer and motivate towards the product and service.

**Personal Vitae**

* **Nationality Indian**
* **Driving License Indian & Omani**
* **Language Known English, Arabic, Hindi and Urdu.**