

# VIJITH VS

## Sales Professional

TERRITORY/CLUSTER/REGIONAL LEVEL An BBA graduate, managing & handling team with 8+ years' experience in Sales, Marketing & Business development, B2B, Channel Sales, Distribution Sales in Automotive (New/Used) & Insurance industry. Solutions oriented approach with excellent relationship skills, successfully and consistently delivering the results with revenue generation, increased profitability, and market share, maintained and nurtured team in Channel Sales/B2C Sales channels. Self-starter with proven expertise to set up sales & operations, establish company products and launching them with excellent track record of driving business operations to profitability.



### Work History

2022-02 -  
Current

#### Sales Consultant

*Standard Chartered Bank, Dubai*

- To achieve the assigned sales target for Premium Credit Cards
- To ensure total compliance with laid down norms in terms of compliance risk , credit policy , documentation , operational risk and Group / Regulatory control standard
- To Identify key market information on competitors
- Assist in the implementation of sales & marketing strategies
- Assist in resolving specifics default transactions on requests

2020-07 -  
2022-01

#### TERRITORY SALES MANAGER

*INDIAN AUTO EXCHANGE PVT LTD, Kochi, India*

- Indian Auto Exchange is an e-commerce platform that addresses and facilitates the buying and selling of any vehicle across the Indian Territory
- Ensures customer retention and the profitability of profit center by recruiting qualified sales personnel
- Assumes responsibility for appraising, purchasing, reconditioning, displaying, and merchandising the used vehicle inventory
- Forecasts goals and objectives for sales, gross and



### Contact

#### Address

Dubai

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### Skills

#### SKILLS

Leadership

Sales & Marketing

Business Development

Training & Development

MIS Analysis

Market Knowledge

Customer Service &

Operations

Focused Approach

#### LANGUAGES

MALAYALAM

- key expenses on a monthly and annual basis
- Maintains vehicle inventory
- Monitors customers likes and dislikes, lost sales, and dealership sales history and conducts local market analyses to determine which vehicles to stock
- Conducts daily and weekly sales and sales training meetings
- Ensures that cosmetic and mechanical reconditioning is performed within the dealership's cost and time limitations
- Handles customer complaints immediately and according to dealership's guidelines
- Developed a highly productive team focused on providing quality sales and services; efforts facilitated ongoing business and client satisfaction.

Native or Bilingual Proficiency

ENGLISH

Full Professional Proficiency

HINDI

Limited Working Proficiency

TAMIL

2019-12 -  
2020-07

## RETAIL MANAGER

CARS24.COM, Kochi, India

- CARS24 is a next generation ecommerce platform for pre owned autos (cars and bikes)
- Responsible for handling a Kerala territory team of 20+ Sales & Service team and, managing
- Sales, ensuring delivering results as per the organization business goals
- Led sales initiatives focused on driving productivity, increasing revenues, and enhancing client service; determined priorities, defined workflow, allocated resources, and resolved issues
- Developing robust business relationships with Clients, Business partners, on long-term and helping them in find old cars with the team to keep up good will of brand and company as well, relationship management with new and existing clients as well as with multiple intermediaries
- Ensure a strong funnel of potential opportunities is maintained, always, to meet monthly, quarterly, half yearly and annual targets
- Tracking monthly business performance and business review MIS constant support to sales
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- Business Planning: Developed business plans and managed required compliance as per company standards
- Selection Systems: Led development of team-based selection system focusing on peer review time to time
- Organizational Effectiveness: Expert at creating and utilizing feedback systems to address employee training needs
- Associate Development: Managed creation of career development plans for salaried employees and identified gaps and enable employees to contribute to business goals more effectively
- Achievements/Tasks
- Achievements/Tasks

2018-11 -  
2019-1 -

## **SALES MANAGER**

*RENAULT INDIA, Kochi, India*

- Groupe Renault is a French multinational automobile manufacturer
- Responsible for sales and marketing for the Kochi location, Responsible for creating and organizing all the sales activities for the Sales division with the help of team as per company policies & procedures
- Prepare an effective planning for setting sales goals, analyzing data on past performance to achieve objectives
- Developing and coordinating best practice for the most efficient and effective sales approach
- Plan and develop systems and procedures to improve the operating quality and efficiency of the department
- Direct staff in analysis and preparation of reports
- Train the newly recruited staff in the department
- Execution of prospect qualification, Home visits, Demo, Objection handling, Negotiation, test drives etc
- Submitting all the routine report, daily field reports,

prospect cards etc.

2015-07 -  
2018-11

## **SR. RELATIONSHIP MANAGER**

*NEXA PALARIVATTOM, Kochi, India*

- NEXA is your one-stop destination for Maruti Suzuki's premium & luxury cars in India
- Responsible for Handling business deals on both retails and B2B sales of the business, trained by the automotive sales team and responsible for developing a plan to grow car sales
- Responsible of achieving around 80% from the total volume target and 90% from the total premium target for car
- Always searching for new reliable customers to be adding into sales portfolio and expand our sales target
- Demonstrated superior customer service resulting in highest customer satisfaction in end to end sales
- Promoted to aggressively develop a relationship and secure new vehicle sales, focused heavily on customer relationship development, Regular meetings for business development
- Working closely with Relationship Managers, Escalating, and resolving areas of concern as raised by clients
- Promoting and launching of new variants vehicle and take active participation in all activities
- Managed sales acquisition, business expansion, brand building and designed training programs, understanding client's requirements processes, analyzing their requirements, and providing them with right deliverables

2014-11 -  
2015-07

## **RELATIONSHIP MANAGER**

*MAX BUPA HEALTH INSURANCE CO. LTD, Thrissur, India*

- Max Bupa is one of the Best Health Insurance Companies in India that provides affordable Health Insurance
- Plans.

2013-10 -  
2014-11

## **CORPORATE AGENCY MANAGER**

*HDFC LIFE INSURANCE CO. Ltd, Thrissur, India*

- HDFC Life is one of India's leading life insurance company offering a range of individual and group insurance



## **Education**

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### **BBA: Business Administration**

*DR CV Raman University - India*



## **Additional Information**

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- **ACHIEVEMENTS** , Topped in retails sales & awarded with Trophy Topped Variant Model S-cross car sales & Awarded with Maruti Gold Medal Joined as RM and promoted as SRM in Nexa within 6 months, Achievements/Tasks Achievements/Tasks Page 3 of 3 **ACHIEVEMENTS** , Appreciation & certified for Top performer for topping in car sales Highest car sales business done in a month 45 Cars & approx.