

EXECUTIVE SALES

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PROFILE • ABOUT ME

Highly organized and accomplished Sales Executive well-versed in monitoring market conditions. Gifted in building connections, demonstrating products and maintaining consistent sales. Persuasive negotiator with forward-thinking and performance-oriented nature.

EDUCATION

Business Management, Bachelor of Business Administration

,Completed May 2009

Bharatiar Univesity

Coimbatore, Tamil Nadu

TRAINING & CERTIFICATONS

- SCRP+
2017
- SMRP Expert Level Test
2021

WORK EXPERIENCE

Executive Sales

Reliable International Automotive LLC (Saud Bahwan Product - KIA Vehicles)

March 2016 - Current

Muscat

Oman

- Branding all types of models like Sonet,Seltos,Sportage,Rio,Cerato,Optima
- Annual Achiever Award in 2016 and 2017
- As a part of incentive program and based on performance got the opportunity to visit Korea and participated in KIA Discover Program 2017
- Negotiated vehicle prices and secure financing for customers.
- Offered comprehensive knowledge of vehicle operations and brand features.
- Achieved 100% of sales quota in every year.
- Brought \$150000 in yearly sales.
- Helped build sales team for new location by training and mentoring all members.
- Outlined sales, warranty and service procedures.
- Increased business 100% within period of 5 years.
- Answered telephone and email inquiries from potential customers.
- Completed registration paperwork and sales documentation.
- Making 150 calls in a month to meet new customers.
- Maintained compliance with all service, quality, and regulatory standards.
- Presented products to clients using dynamic presentations and practical use[1]case scenarios
- Closed sales by overcoming objections, asking for sales, negotiating price and completing purchase contracts.
- Boosted sales by 100% during 5 years of time through effective management of 100 customer accounts and promotion of latest product.

Area Sales Manager

UNIVERSAL ENTERPRISES (Product - Bay shield international)

May 2014 - February 2016

Coimbatore, Tamil Nadu

- Collaborated with vendors and built effective partnerships devoted to capitalizing on emerging and sustainable sales opportunities.
- Hired, trained and managed sales staff and administered and implemented compensation plan to support area sales goals.
- Monitored customer buying trends, market conditions and competitor actions to adjust strategies and achieve sales goals.
- Worked diligently to resolve unique and recurring complaints, promoting loyalty and enhancing operations.
- Reported sales activity, generated sales quotations and proposals and maintained customer contact database to achieve sales objectives and quota.

Senior Sales Consultant

MIDDLE EAST AUTOMOBILE & PARTS LLC (SAUD BAHWAN Product - KIA VEHICLES

December 2012 - January 2014

Muscat

Oman

- Monitored and managed staff performance to attain target metrics both individually and team unit.
- Generated new business through effective prospecting, telemarketing, territory planning and relationship building.
- Trained personnel in proven consultative sales approaches, as well as sales and follow-up processes.
- Applied consultative sales approach and followed strategic marketing initiatives to develop new business.
- Instructed sales staff on product protocols, proper utilization and effective guidance methods to support clinical application of devices

Sales Consultant

GEEYEEM MOTORS PVT. LIMITED (Product - CHEVROLET)

June 2010 - September 2012

Palakkad, Kerala

- Created detailed sales presentations to communicate product features and market data
- Retained consistent client base by conducting market research to develop brand strategy.
- Improved sales by managing sales lifecycle from lead generation through contract negotiations and closings.

- Used consultative sales approach to understand customer needs and recommend relevant offerings.

Venture Analyst

RAJESH EXPORTS LTD

May 2009 - May 2010

Bangalore, Karnataka

- Reviewed monthly requisitions for accuracy and completeness, reconciled transactions and determined payment approval statuses.
- Identified budget variances and recommended corrective actions, avoiding overruns and maintaining positive cash position.
- Analysed revenues, costs and expenses for operating construction projects.
- Reviewed contracts financially impacting company and counselled executive leaders on impact contracts would have on company operations.

DECLARATION

I, Sajeev V, hereby declare that the information contained herein is true and correct to the best of my knowledge and belief.

Sajeev V