

Mobile: +971 547438696

Email: sunil191995@gmail.com

Location: Sharjah, UAE



SUNIL KUMAR. S

Automotive – Utility vehicles

Dynamic Automobile Sales Executive

Qualified and Experienced **Sales Executive** seeking to secure a challenging position in a venerated organization enabling me to enhance my competitive skills and to carve a winning edge for the organization through process optimization.

Over 2 years Indian industry client relationship development experience with a zeal to develop smooth performance of the organization.

Proactive personality with the niche to client development and management. Exceptional team player and team building qualities with the skill for mentoring, motivating and supervising the team.

Effective communication and interpersonal skills paired with the expertise to increase organizational production.

Areas of Expertise

- ***Sales Operations***
- ***Business Development***
- ***After Sales Operations***
- ***Continues Improvement***
- ***Technical/Commercial Negotiation***
- ***Process Improvement***
- ***Reporting***
- ***Team Player***
- ***Client Support***
- ***Team Building***
- ***Customer database Management***

Occupational Contour

Sales Executive

Kalyani Motors pvt LTD (Suzuki Vehicles)

Bangalore(INDIA)

Dec 2015 –Dec 2017

Responsibilities:

- Handling sales and marketing of **MARUTI SUZUKI (India)**, **SUV,LUV,Sedan,Hatchbacks** range of cars for professionals, staff & peoples.
- Effective market coverage through cold calls, visits, telephone, email & others sources.
- Managing inquiries along with providing the solutions to the customer based on their application and Conducting customer visits and follow ups, coordinating with the sales department in quotation development.
- Building effective communication and relationship with customer by focusing in accordance with the product wise across verticals such as **Banks, Schools, Transport, Tourism, and many more.**
- Managing the key customer accounts and effectively increasing customer database, fleet strength along with other significant organizational information.
- Processing new customer credit applications, Handling Payment collection (in absence of bill collector), coordinating with service department regarding PDI, Service & maintenance, modification & Delivery, providing the operator training.
- Coordinating with other departments if any enquiries or requirements for other products (Heavy Equipment's /cargos /commercial vehicles).
- Coordinating with the Banks (Auto Loan Divisions) for the LPO and payments.
- Keep updated on projects or new school bank events and as well as competitors information.
- In-charge of management reporting (daily, weekly and monthly) including lost order and fleet reporting.
- Handling technical/commercial negotiations with customers with priority to closing the product sale, and facilitating Bank finance / Internal Credit for the customers.

Sales Executive

ANWAR AL BASHAIER BLDG.MAT.TR.CO.LLC (SAFETY MATERIALS)

**SHARJAH (UAE)
JUNE 2018-TILL NOW.**

Responsibilities:

- organizing sales visits
- demonstrating and presenting products
- establishing new business
- maintaining accurate records
- attending trade exhibitions, conferences and meetings
- reviewing sales performance
- negotiating contracts and packages
- Aiming to achieve monthly or annual targets.
- Maintaining cash and sale reports.

Academic Qualifications

Bachelor of Business Management – sri sai sathyanarayana college,Karnataka,India

Personal Detail's .

Name : Sunil Kumar s

Father's Name : Santhosh Kumar s

Date of Birth : July 19 1995

Sex : Male

Marital Status : Unmarried

*Permanent Address : #426 Pillapa Layout chelikere
Kalyanagar Bangalore-560043.*

Present Address : Jamal Abdul nazar street . Sharjah

, Visa status : WORK VISA (190510905)

Languages : English,Hindi,Kannada,Tamil,Malayalam.

Nationality : Indian.

Passport details : Passport number (M2149089) Valid from (22/09/2014 still 21/09/2024)

DECLARATION:

I hereby declare that the information given above true to the best of my knowledge and belief.

THANKS AND REGARDS,

Sunil Kumar S

