

KARTHIK K



CONTACT

- *kkarthiksiva@gmail.com*
- *+968 94373042*
- *Muscat, Oman, MA 118*

EDUCATION AND TRAINING

01/2010

B.Sc - Computer Science

Subramanya College of Arts & Science
Palani

GPA: 65

M.Sc - Computer science

Distance Education

GPA: 67

01/2007

H.S.S

Municipal.Hr.Sec.school
Palani

GPA: 61

SUMMARY

- Scaling new heights of success with hard work& dedication and leaving a mark of excellence on each step; targeting challenging assignments in Sales and Marketing
- Skilled parts professional adept at managing department operations, Good communication, positive thinking and proactive skills with forward-thinking mentality and focus on maintaining smooth and efficient operations.

SKILLS

- Invoice processing
- Stock management
- POS systems operations
- Inventory auditing
- Ordering parts
- Customer relations
- Coordinating paperwork
- Reviewing deliveries
- Revenue generation
- Complaint handling
- Delivery order fulfillment
- Promotional planning
- Relationship building
- Work ethic
- Problem resolution

EXPERIENCE

Executive Parts

Al Jenaibi International Auto LLC, BMW Oman | Muscat

03/2015 - Current

- Key Result Areas: .
- Leading the involvement of company personnel, including support, service, and management resources, in order to meet partner performance objectives and expectations.

CERTIFICATIONS

- Certified Parts Sales Consultant,
BMW Group - 2018

- Generating sales revenue by meeting budgeted targets by developing new procedures and strategies to increase productivity & profitability.
- Ensuring maximum customer satisfaction by providing them with pre/post service assistance and achieving delivery & quality service norms.
- Monitoring existing business partners f the areas assigned and functioning with them for meeting the annual targets.
- Launching campaigns with the help of CRM & service teams to liquidate old stocks and to achieve maximum customer interpretation.
- Closely working in association with small workshops and product stockiest to liquidate old stocks by offerings specially crafted offers.
- Closely working to get sales volume growth in fast moving parts,consumable parts and special care accessories and car care products,to make the customers aware by presenting specially designed BMW car care products.
- Interfacing with independent workshops and their Service Team to ensure their parts and accessories needs are being met.
- Recommending appropriate parts and accessories which may require according to market requirements.
- Availing the parts and ensuring the parts availability for the campaigns released by the BMW; keeping up to date technical information and documentation on the Technical Campaigns.
- Promoting parts Domestic customer with neutral workshops,oversees Domestic level customers,visiting them if required.
- Supporting warehouse management in inventory and in technical related cases.
- Updating Inventory and parts catalogue; reporting loss of sales ,price issues ,to concern authority.
- Participating in marketing campaigns and marketing events.
- Managing customer complaints reasonably, with empathy and a positive attitude, and exhibiting commitment to excellent customer service.

- Raising after-market measures (Puma) to the BMW in parts related cases.
- Support to Procurement Department (New models and fast moving monitoring).

Sales Consultant
TVS & SONS LTD | MADURAI

- 02/2011 - 03/2015*
- Engaged in core sales and marketing activities; visited customers and associated dealers and channel personnel on daily basis
 - Market development by Key Dealer Management in the Potential locations.
 - Gauging market scenario through market intelligence activities to track the movement of competitors
 - Arranging critical Material (VOR) for Key Dealers and ensure customer satisfaction

PERSONAL INFORMATION

Date of Birth: 5th Feb 1990

Languages Known: English, Tamil, Hindi, Malayalam,

Address: 444 , Pudhu Nagar, Palani, Dindigul, Tamilnadu

Marital Status: Married