



NAVAS THANDAYATH

Mechanical & Automobile Engineer
Dubai - UAE

056 303 4997
055 988 1239



navast1992@gmail.com



September 1, 1992



Single



Indian



P6119649



Visa status - Visit visa

SKILLS AND CAPABILITIES

- Business Development Expert.
- Problem Solver, Motivator.
- Innovative Marketing Techniques
- Able to Work under Pressure.
- Expert in MS Office Tools.
- Strong leadership, organizational & communication skills

EDUCATION

BACHELOR'S DEGREE

B. Tech Mechanical Engineering

2014 – 2017

Achariya College of Engineering Technology, Pondicherry
Pondicherry University

DIPLOMA

Diploma in Automobile Engineering

2008 - 2011

JDT ISLAM Polytechnic College, Calicut.

Technical Education Kerala.

OBJECTIVE

High energy and results-driven professional with over **11 years of experience (7 years' full time and 4 years' part time)**, Part time as Floor Supervisor and Quality Controller at TASCO Original Chocolate Products, India. A dedicated manager with the ability to obtain outstanding results in a challenging environment, **expert** in MS Office, event planning, customer perception, grievance handling, service marketing and strategic development. Played a crucial role in achieving **National Awards** for best performer and best **AMC seller** in previous employment -**HONDA**.

CAREER CHRONOLOGY (7 Years)

MANAGER - BUSINESS DEVELOPMENT

2019 – 2020, India

#myGrow&Consultants (An Automotive Business Consulting Company)
#myEmpire Group.

- Researching business opportunities and viable income streams.
- Developing growth strategies and plans.
- Organizing mystery shopping.
- Managing BDE's.
- Reporting on successes and areas needing improvements.
- Verifying business proposals.
- Increasing client base.

AREA MANAGER - SERVICE

2017- 2019, India

AM HONDA (Distributor of Honda)

- Ensure superior customer experience.
- Monitor allocated **9 branches** activities by timely visits.
- On-job training for associates.
- Monthly **review** of associated branches.
- Ensure that all networks follow given instructions.
- Uphold company standards of excellence and service, guaranteeing quality performance.
- Maximizing company profit.

SERVICE ADVISOR

2012 – 2014, India

POPULAR VEHICLES & SERVICES Pvt. Ltd. (Distributor of Suzuki)

- Co-ordinate Workshop activities.
- Pre-Delivery Inspection.
- Resolve Conflicts in the team.
- Convene workshop meetings.

SALES OFFICER & EVALUATOR

2011 – 2012, India

POPULAR VEHICLES & SERVICES Pvt. Ltd. (Distributor of Suzuki)

- Achieving growth and hitting sales targets.
- Used Vehicles Evaluation and Exchange price fixing.
- Close the deal by negotiation.

INTERNSHIP EXPERIENCE

INPLANT TRAINEE

Duration: 14 Days

Company: German Motors
(Authorized Chevrolet Dealer)
West Hill, Calicut - 5

WORKSHOP PARTICIPATION

Duration: 1 Day

Company: REI
RAJA ELECTRONICS INSTITUTE
Manjakuppam, Cuddalore – 1
Tamil Nadu.

DRIVING LICENSE STATUS

India – **Active**
(Manual & Automatic)

- Heavy Passenger Vehicle
- Heavy Goods Vehicle
- Light Motor Vehicle
- Three-Wheeler
- Motorcycle with gear
- Motorcycle without gear

REFERENCES

1. Mr. Jashir KM
CEO
AM Honda
+91 9995 933333
2. Mr. Haris Kuriyadan
GM - Service
AM Honda
+91 9895 957777
3. Mr. Niyas Pulikkalakath
Chairman
SIDCO – Kerala State
0091 9447 778402
4. Dr. K. Muhammed Basheer
Vice Chancellor
University of Calicut
0091 9895 586590

ACHIEVEMENTS – NATIONAL LEVEL

- Played a crucial role in achieving **All India No.2 Award** out of 1300+ **Honda** dealers.
- **All India No.1 in AMC Sales** by any dealership in HMSI. A Customer Retention Program.
- **ZERO Customer Complaints** in Service – out of 10000+ Monthly Service load.
- **Champion of the year Award, 3M** Polish Promotions in Kerala
- Special Training on **BS6 Vehicles – HMSI**
- **Designed & Erected Honda Activa** promotional exotic theme which was inaugurated and acclaimed by **President-HONDA**

ACHIEVEMENTS – DISTRIBUTOR LEVEL

- **Best Sales Officer** 2 times
- **Best Evaluator** of the month – 3 times
- Product Knowledge **Champion**
- **Coordinator** of Service & Sales Exhibitions many times
- **Coordinator** of Customer meet

ACADEMIC PROJECTS

- **TRIKE SCOOTER WITH HIGH STABILITY** for Physically disabled people.
(B. Tech final year project - 2017)

LINGUISTICS



**PROFICIENT
ENGLISH**



**PROFICIENT
HINDI**



**PROFICIENT
TAMIL**



**NATIVE
MALAYALAM**

FIELD OF INTEREST



**TOP
MANAGEMENT**



**SERVICE
MARKETING**



**CUSTOMER
RELATIONS**



**AUTOMOBILE
ENGINEERING**