

KANHAIYA KUMAR JHA

V+PO. – JITWARPUR , P.S.+ BLOCK – RAHIKA , DIST. – MADHUBANI , BIHAR- 847215

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Professional Summary

Enterprising Automotive Sales Manager who draws on experience within the automotive industry to ensure optimal customer satisfaction. Adept at tracking revenues and implementing effective sales techniques. Focused on training and motivating staff to achieve productivity goals.

Core Qualifications

- ¥ Substantial auto sales procedures and marketing strategies
- ¥ Strong knowledge of domestic and foreign vehicle specifications
- ¥ Vast understanding of auto financing procedures and guidelines
- ¥ Proficient in the use of database software
- ¥ Extensive staff training abilities
- ¥ Comprehensive organizational and communications skills
- ¥ Good people skills

Experience

Supervisor

1/4/2012 – 5/6/2013

Homecentre by Lifestyle International pvt. Ltd, Landmark Group

Delhi NCR

Food & Beaverag Cost Controller

5/7/2014 – 8/9/2016

Rhizome Hospitality Solutions pvt. Ltd,

Delhi NCR

Depart Manager

24/9/2016 – 10/4/2017

Homecentre by Lifestyle International pvt. Ltd, Landmark Group

Delhi NCR

- ¥ Implemented customer satisfaction procedures and dealt with customer issues.
- ¥ Trained new sales staff and provided weekly feedback to all staff members.
- ¥ Maintained updated database on all available Products.
- ¥ Worked with customers to arrange for financing options.
- ¥ Approved product discounts and promotional efforts.
- ¥ Assisted customers and responded to customer questions.

Automotive Sales Manager

12/6/2017 – 8/4/2019

Royal Enfield , Shagun Auto Sales

Madhubani, Bihar

Assistant Sales Manager/T.L.

Mahindra& Mahindra personal 4Wheel segment

Shivshakti wahan Pvt.ltd.

Madhubani, Bihar

10/4/2019 - Present

- ¥ Maintained first-hand knowledge of all vehicle features and specs
- ¥ Developed and implemented sales plans including dealership promotions
- ¥ Provided customers with details of available vehicle warranties
- ¥ Maintained database of all vehicle pricing and applicable discounts
- ¥ Worked with sales staff to implement sales and marketing strategies
- ¥ Approved dealership expenditures and tracked monthly revenue
- ¥ Prepared dealership budgets and implemented cost-effective management techniques.

Education**Bachelor of Commerce – Account Honours**

2011

Lalit Narayan Mithila University

Darbhangha, Bihar

R.K.College, Madhubani

I.COM./10+2 - 2007- J.N. College, Madhubani BIEC Patna

10Th - 2004 - RPDJHS, BSEB Patna

Family

Father- Shree Sushil Jha

Mother- Smt.Alkha Devi. A Renowned Master Artist of Mithila Painting.

Married

Wife- Smt. Ragini Jha.

Son - Yash Jha

Hobbies

Painting,Music and Football.

Language Known

Hindi, English, Maithili, Bhojpuri and Sanskrit.