MOSES JEBARAJ


# Profile

Moses has an insatiable desire to produce results. Extensive knowledge of the motor industry and a long track record of maximizing sales opportunities through the satisfaction and retention of customers. He has a proven background in selling used cars and new cars.

# Contact

PHONE:

+91-7090911914,7259106232

EMAIL:

mosesmousy@gmail.com

# Hobbies

Travelling, Reading Books, Research in field, Car Racing.

SKILLS & ABILITIES

 Can Build a rapport with customers.

 Managing a customer through a sale.

 Dealing with in bound sales enquiries.

CAREER

[2022  2023] ***CAR SALES Tafe Access Pvt Ltd (Skoda) {10/2022 *** ***11/2023}*** Responsible for achieving maximum profit from all available vehicle loan sales opportunities. Selling vehicle Finance, Insurance, Treating all customers politely and professionally.

 Managing a customer through the sales process.  Keeping accurate admin records of all sales.

 Discussing care needs with potential customers.  Explaining care finance options to customers

 Maintaining full knowledge of a major 

 Organizing car deliveries for customers who have made a purchase

[**2021-2022**] ***CAR SALES Volkswagen Cars (Volkswagen ){02/2021 -10/2022]*** Arranging vehicle test drives for customers. Always ensuring complete customer satisfaction at all times. Demonstrating a vehicles unique features and technology to customers.

Prospecting for customers.

 Ensuring that vehicles are properly displayed.

 Dealing with in-bound telephone sales enquiries.

 Involved in advertising and promotional activities.

 Maintaining full knowledge of a major  products. Accessories and prices.

 Organizing car deliveries for customers who have made a purchase

## *[2019-2020] CAR SALES. Automatrix Mangalore(Tata Cars ){10/2019 -11/2020}*

Responsible for achieving targets from all available vehicle loan sales opportunities. Selling vehicle Finance, Insurance, accessories Treating all customers neat and professionally.

Ensuring that all vehicles are properly priced up and are also displaying accurate performance information.

Adding value to the car showroom environment. Agreeing part exchange vehicle values with Managers.

Arranging events and displays in to field to up selling products.

Keeping up to date with new and used vehicle stocks. Keeping accurate admin records of all sales.

Discussing care needs with potential customers.

# PERSONAL DETAILS:

Date of Birth:

14th November 1990

 Name:

M Jeyapaul Nadar

Languages Known:

English, Kannada, Hindi, Malayalam, Tamil ,Tulu

Permanent Address :

D No 3/215 Beulah Illam Jyothinagar,, Mangalore Dakshina Kannada 575015

Present Address :

Spouse Name: Christain Sabina Moses Zydus Sitapur Hospital Opp Maruthi Learn School,Mandal Ahmadabad 382130

Correspondence Address: Aainath PG Woodpecker House Near International School Bodakdev Ahmadabad 380054

[2016 2019] ***CAR SALES Peninsular Honda(Honda) {10/2016 *** ***09/2019}***

Responsible for achieving targets from all available vehicle loan sales

opportunities. Selling vehicle Finance, Insurance, accessories Treating all customers neat and professionally.

 Full knowledge of a major  products. Accessories and prices.  Organizing car deliveries for customers who have made a purchase.

 Keeping up to date with new and used vehicle stocks.  Keeping accurate admin records of all sales.

 Discussing care needs with potential customers.

[2014-2016 ]***CAR SALES Karnataka Agencies(Mahindra) {05/2014 - 09/2016}*** Arranging vehicle test drives for customers. Always ensuring complete customer satisfaction at all times. Demonstrating a vehicles unique features and technology to customers.

Prospecting for customers.

 Ensuring that all vehicles are properly priced up and are also displaying accurate performance information.

 Adding value to the car showroom environment. Agreeing part exchange vehicle values with Managers.

 Arranging events and displays in to field to upselling products.  Keeping up to date with new and used vehicle stocks.

 Keeping accurate admin records of all sales.

 Discussing care needs with potential customers.

## [2013-2014] *CAR SALES Renault Cars(Renault) {03/2013 -05/2014}*

 Assisting customers to select a vehicle by asking them polite questions and then listening carefully to their answers.

 Assisting them with the benefits of in bounding insurance and covert into dealership conversion ratios.

 Briefing about new car insurance and renewals.

 Maintaining full knowledge of a major  products. Accessories and prices.

[2011-2013] ***Retail Field Reliance Digital Pvt Ltd(Brand Promoter) { 01/2011 - 03/2013}*** Ensuring that all products are properly priced up and are also displaying accurate performance information.

Keeping display materials up to date.

Doing cross selling along with respective brand.

Handling cash counter and maintaining the present, excess amount towards account department.

[2008-2010] ***Retail Field Pantaloons Retails Pvt Ltd { 08/2008 - 11/2010}*** Handle and kids section sales and displaying the counter into present merchandise.

Keeping display materials up to date.

Doing cross selling along with respective department

Handling cash counter and maintaining the present, excess amount towards account department.

# EDUCATION

S.S.L.C, Karnataka Secondary Education Examination Board

[2004 06] at ST. Aloysius High School, Karnataka

Department of university Education

[2007 09] at MGC College Bondel Karnataka

DECLARATION: I hereby declare that the above furnished details are true to the best of my knowledge.

Place: Mangalore (MOSES JEBARAJ) Date: