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## CAREER OBJECTIVE

To achieve professional excellence through working with a reputed organization which can provide me with ideal Platform to increase & utilize my knowledge and where I can use my creativity to the maximum.

## SUMMARY

- I have 2 Year Experience in Sales
- I have around 2 Years of Experience in **geographic information system (GIS) work at this Software - ArcGIS Micro Station**

## PROFESSIONAL EXPERIENCE

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**Cars24**  
**Procurement Associate**  
**(Sales Process)**

**November 2024 to May 2025**

### Responsibilities

A Procurement Associate at Cars24 is primarily responsible for managing relationships with used car dealers, ensuring smooth transactions, and driving month-on-month growth in dealer participation. Here are some key responsibilities:

- Conducted daily outbound calls to used car dealers for vehicle sourcing and inventory updates.
- all dealers regularly to coordinate vehicle sourcing, ensuring a steady pipeline of used cars for procurement.
- Collect and verify inventory **details from dealers via calls** (vehicle condition, registration details, service history, etc.).
- Discuss and negotiate procurement prices based on vehicle condition, market value, and Cars24 guidelines.
- Ensure transparency in pricing and maintain margin expectations.
- Build and maintain strong relationships with channel partners via regular **communication**.
- Collected dealer feedback to improve service efficiency and understand local market demand.

### Conduct daily calling to:

- Follow up on vehicle availability.
- Confirm pick-up schedules.
- Provide status updates on payments or inspections

**Skills:** - Good understanding of the **used car market** and dealer ecosystem.

**Namaste India**  
**PSM (Presales Manager)**  
**(Field Sales Executive)**

**December 2022 to April 2024**

### Responsibilities

- Analyze customer needs and industry trends to develop effective sales strategies.
- Work closely with potential customers, explaining product benefits and addressing concerns.

- Assist the sales team with technical insights, presentations, and product demonstrations.
- Help structure competitive pricing models and negotiate deals.
- Coordinate with marketing, production, and logistics teams to ensure smooth operations.

**GIS InfoTech PVT LTD**

**Feb 2021 to Nov 2022**

**(Working in Production)**

**(GIS Software: - ArcGIS MicroStation Software)**

#### **Responsibilities**

- geographic information system (GIS) working on capturing, storing, checking, and displaying data related to positions on Earth's surface.
- creating, managing, analyzing, mapping, and sharing all types of data.
- Analyze data and share and Collaborate Vector.
- Work in MicroStation to use Lidar Point Classification.

#### **Summary of Academic / Professional**

##### **Qualifications:**

- 10 th Passed from U.P Board in 2014
- 12 th passed from U.P Board in 2016
- ITI (Electrician) Passed from NCVT Lucknow.

#### **COMPUTER KNOWLEDGE**

- Good Basic Knowledge of Computer.
- Microsoft office, Internet,

#### **INTEREST & HOBBIES**

- Travelling
- Internet Browsing

#### **PERSONAL DETAILS AND DECLARATIONS**

<b>Father's Name</b>	Subhash pal
<b>Date of Birth</b>	03/March/1998
<b>Gender</b>	Male
<b>Marital status</b>	Unmar
<b>ried Languages known</b>	Hindi
<b>&amp; English Strength</b>	My
<b>Dedication</b>	

**Date**

**Place**