



# ASHISH CHANDRA



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India

## EDUCATION

**PGD (M & SM)**  
**Institute of Productivity and Management Kanpur**  
1989

**B.Sc**  
**Kanpur University**  
1988

**Intermediate**  
**Kendriya vidyalaya Air force station Chakeri Kanpur**  
1986

**High School**  
**Kendriya vidyalaya Air force station Chakeri Kanpur**  
1984

## EXPERTISE

Possesses sound knowledge of Windows, MS Office and Internet Applications

## Synopsis

- An astute professional with over 22 years of experience in Sales and Marketing , Last Twelve years in Automobile Industry.
- Capabilities in implementing effective solutions to the customer's needs with an aim to improve customer contentment and consequently customer loyalty
- Led the team to achieve the organizational objectives and helped in the training and development of personnel
- Identified the target markets and focused on improving the business from the prospective and existing consumers

## Experience

- Oct 2024- Present  
Anant Toyota ,Gwalior  
**GENERAL MANAGER SALES**  
Working as GM Sales looking after sales & operations.
- APR 2023- SEP 2024  
Maruti Suzuki (Arena) KTL Pvt Ltd ,Kanpur  
**GENERAL MANAGER**  
Working as a General Manager looking after two main outlets and seven E&R outlets handling a volume of 350+ cars.
- APR 2019- MAR 2023  
Maruti Suzuki ( Arena & Nexa) I Prem Motors Pvt Ltd ,Gwalior & New Delhi  
**CHIEF GENERAL MANAGER**  
Worked as c Chief General Manager with existing Arena channel responsible for overall performance of two main dealerships of ARENA and one Commercial outlet. Seven E & R Arena Outlets  
Developed business at Gwalior region and looked after location Datia , Dabra , Morena , Bhind , Gohad ,Shivpuri and Sheopur.
- APR 2018- MAR 2019  
Bagga Link Motors, New Delhi  
**GENERAL MANAGER**  
Worked as a General Manager in Arena

# PERSONAL DETAILS

Date of Birth : 26thJuly' 68

Languages Known : English & Hindi

Address : D-20-201 Ireo victory Valley, sector 67 , Gurugram

Permanent Address: A-2,196-D Block Smita Apartment,Shyam Nagar,Kanpur,UP

- APR 2013 – MAR 2018  
GreenLand motors ,Allahabad  
**Group General Manager– Existing channel & Nexa Channel**  
Worked as General Manager with Greenland motors existing channel Allahabad {Maruti Suzuki dealership} from Apr 2013 with reporting of one Sales Manager , six Team Leaders , two E outlet and seven R outlets , True value manager , insurance head and Customer care manager .
- APR 2012 – MAR 2013  
BM Hyundai ,Dehradun  
**GENERAL MANAGER**  
Worked with reporting of one Sales Manager and 16 executives covering two E Outlets.
- APR 2011– MAR 2012  
My-Car Pvt Ltd , Kanpur  
**SALES MANAGER**

## ENTREPRENEURIAL VENTURE

- DEC 1999 – DEC 2010  
Pool Pharmaceuticals Pvt Ltd  
**MANAGING DIRECTOR**

## FIRST EXPERIENCE

- JAN 1989– SEP 1999  
Ranbaxy Laboratory Limited  
**DISTRICT MANAGER**

## CERTIFICATION/COURSE

Attended various trainings & MDP`s including **Advanced Market Leadership** Program from MDI Gurugram and **Sales leadership program for General Managers** from **IMT Ghaziabad**.