

RESUME

AJAY ASHOK KULKARNI.

Contact No. : 8104590399

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Present Address:

Room No.11, Sunil Niwas, 1st Floor,

Behind Dr.Chendane Clinic,

Market Rd, Kalwa, Thane (W)

400605

Career Objective:

To succeed in an environment of growth and excellence and earn a job which provides me job satisfaction and self development and help me to achieve personal as well as organizational goals.

INTERPERSONAL SKILL:

- ❖ *Willingness and ability to dapt to different situations, people and environment.*
- ❖ *Acceptance of new challenge and responsibilities.*
- ❖ *Effectively and accurately performing multiple tasks*
- ❖ *Determination to complete the task within given dead line.*

<i>Year Of Passing</i>	<i>Degree</i>	<i>Institution/University</i>	<i>Grade/Percentage</i>
<i>1997</i>	<i>H.S.C.</i>	<i>Adarsh college, Badlapur- Thane</i>	<i>50%</i>
<i>1995</i>	<i>S.S.C.</i>	<i>Adarsh School, Badlapur- Thane</i>	<i>48%</i>

ADDITIONAL COURSE:

Basic computer knowledge.

Experience:

Working with Cardekho Pvt. Ltd. From Oct.2021 To Till Date. As Senior Sales Buddy.

Role & Responsibilities: *Daily calling to the customer from given enquiries, arrange the Test Drive at Home or at Store.Understand their needs.Provide them all the needed information about the brand. Give them options of Finance Scheme.After completing all the payments arrange the delivery of the car. Give the delivery of the car to customer on committed period of time to make them happy. Take the regular follow ups with the customer after delivery & generate references for new enquiries.*

Worked with CARS24 Pvt. Ltd. From April 2019 To Aug. 2020. As Sales Associate.

Role & Responsibilities: Daily calling to the customers from given data, arrange the meeting between Buyer & Seller. Help them to make the deal complete by negotiating between both of them at best price where both get agree. Complete all the RTO related documents, also generate the revenue from them for company after completing the deal. Make both of them happy with giving best service. Send all the RTO related documents to RTO department to transfer the car on second owner. Update the buyer & seller time to time until the car get transfer on buyer name.

Worked with Modi Motor's Agencies Pvt. Ltd. From June 2016 to March 2019 as Sr. Sales Consultant. Authorised Dealer of Hyundai Cars.

Role & Responsibilities: Attend the walking customers at showroom. Understand their needs, give them demo of the car with Test Drive the car. Provide them all the needed information about the brand. Give them options of Finance Scheme, also introduce them with Used Car department for any exchange & introduce them with Accessories department. After completing all the payments arrange the delivery of the car. Give the delivery of the car to customer on committed period of time to make them happy. Take the regular follow ups with the customer after delivery & generate references for new enquiries.

Worked with Ritu Automobiles from Jan. 2014 to May 2016 as Sr. Sales Consultant. Authorized Dealer of Hyundai Cars.

Role & Responsibilities: Attend the walking customers at showroom. Understand their needs, give them demo of the car with Test Drive the car. Provide them all the needed information about the brand. Give them options of Finance Scheme, also introduce them with Used Car department for any exchange & introduce them with Accessories department. After completing all the payments arrange the delivery of the car. Give the delivery of the car to customer on committed period of time to make them happy. Take the regular follow ups with the customer after delivery & generate references for new enquiries.

Worked with G3 Motor's from May 2010 to April 2016 as Sales Executive. Authorized Dealer of Mahindra Cars.

Role & Responsibilities: Attend the walking customers at showroom. Understand their needs, give them demo of the car with Test Drive the car. Provide them all the needed information about the brand. Give them options of Finance Scheme, also introduce them with Used Car department for any exchange & introduce them with Accessories department. After completing all the payments arrange the delivery of the car. Give the delivery of the car to customer on committed period of time to make them happy. Take the regular follow ups with the customer after delivery & generate references for new enquiries.

Worked with Prakash Auto from June 2007 to April 2010 as Sales Executive. Authorized Dealer of Maruti Suzuki Cars.

Role & Responsibilities: Attend the walking customers at showroom. Understand their needs, give them demo of the car with Test Drive the car. Provide them all the needed information about the brand. Give them options of Finance Scheme, also introduce them with Used Car department for any exchange & introduce them with Accessories department. After completing all the payments arrange the delivery of the car. Give the delivery of the car to customer on committed period of time to make them happy. Take the regular follow ups with the customer after delivery & generate references for new enquiries.

**Worked with Automart India Pvt. Ltd. From June2004 to March2007 as Sales Executive.
Authorized Dealer of Multi Used Cars.**

Role & Responsibilities: Attend the walking customers at showroom. Understand their needs, give them demo of the car with Test Drive the car. Provide them all the needed information about the brand. Give them options of Finance Scheme, also introduce them with Used Car department for any exchange & introduce them with Accessories department. After completing all the payments arrange the delivery of the car. Give the delivery of the car to customer on committed period of time to make them happy. Take the regular follow ups with the customer after delivery & generate references for new enquiries.

An opportunity and pride to work with your esteemed organization is a great honor. For which to I promise to dedicate myself to the best of my abilities to perform in the favor of the organization's growth and progress.

PERSONAL DETAILS

❖ Name	∴	Ajay ashok kulkarni
❖ Permanent Address	∴	House No. 811, Saibaba Nagar, Savare Gaon Rd. Vangani (W) Tal: Ambernath, Dist: Thane. 421503
❖ Date of Birth	∴	7/01/1979
❖ Language Known	∴	English, Hindi, Marathi.
❖ Marital Status	∴	Married
❖ Nationality	∴	Indian
❖ Interest & Hobbies	∴	Listening music and playing cricket.

References: I can provide if asked.

DECLARATION

I do hereby declare that the above information is true to the best of my knowledge.

Place: _____

Date:

Signature

AjayAshokKulkarni

