



AJESH GIRI

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OBJECTIVE

Multi-faceted, efficient and reliable Sales professional with 16+ years of experience, supporting executive, Sales professional and manager to improve internal operations and achieving sales targets

EXPERIENCE

- ✓ **JEEP BHOPAL** 1.10.2022
Sales Manager
Job responsibilities: My job responsibilities is to handle the team of 3 consultant,
Motivate team for achieving monthly targets
Helping them to close the customer
Preparing daily or monthly reports
- ✓ **Galaxy Nissan Bhopal** 2020 - 2022
Sales manager
Job responsibilities: My job responsibilities is to handle the team of 8 consultant, and 2 team leader
Motivate team for achieving monthly targets
Helping them to close the customer
Preparing daily or monthly reports
- ✓ **Noor us Sabah residency** 2018 - 2020
sales manager
Generate enquires, and site visit
Giving presentation to HNI client in there office or our site
Making deal in soft copy as well as hard copy
Doing upcountry event to generate enquires
Preparing daily report to GM
- ✓ **SAGE GROUP** 2015 - 2018
Sales manager
Generate enquires, and site visit
Doing upcountry event to generate enquires
Preparing daily report to GM
Doing event with corporate sector and government sector for generate enquires
Attend customer who visit our site
- ✓ **Soumya homes** 2013 - 2015
Asst Sales manager
Generate enquires, and site visit
Doing upcountry event to generate enquires
Preparing daily report to GM
Doing event with corporate sector and government sector for generate enquires
Attend customer who visit our site
- ✓ **Varenyam Motorcar, Chevrolet Bhopal** 2010 - 2013
Asst Sales Manager
Job responsibilities: My job responsibilities is to handle the team of 2 consultant,
Motivate team for achieving monthly targets
Helping them to close the customer
Preparing daily or monthly reports
- ✓ **Abhikaran Honda, Honda car dealership** 2006 - 2010
Sales consultant
Attent walk-in customer, give them demonstration and test drive
Doing need analysis

Close the deal and Giving delivery of car to the customer
Preparing customer prospect card and monthly reports to SM
Attend training in city and out site city

EDUCATION

- ✓ **BARKATULLAH UNIVERSITY BHOPAL** 2002
B.Com
2nd Grade
- ✓ **BARKATULLAH UNIVERSITY BHOPAL** 2006
M.com
2 nd Grade
- ✓ **MAKHANLAL UNIVERSITY BHOPAL** 2004
PGDCA
2nd Grade
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SKILLS

Having more than 16 years experience in Sales and marketing of Automobile and real estate , specially HNI client handling and closing
Having experience in handling teams , motivates them to achieve targets , self motivated for achieving targets
Having decent experience and knowledge of the upcountry market in M.P , having good contact with DSA and Bankers also having good reference in Bhopal and Upcountry market

REFERENCE

- ✓ **Mr Omkar Dwivedi**
Volkswagen Indore
GM
| 7000367578
- ✓ **Mr Vipin Rathod**
Anand Jeep Bhopal
GM
| 9329758999