**ALANKAR CHOUDHARY**

Mobile No**: 9990008338** Mail: alankarnov1986@yahoo.com

*Middle managerial assignments in Business Development / Relationship Management /Team Management with a reputed organisation in Financial Services/ Auto Mobile sector*

**PROFESSIONAL SYNOPSIS**

* Over 17 **years** of experience in Sales and Marketing, Business Development, Relationship Management and People Management in Financial Services Sector.
* Currently designated as **Territory Manager** with **LEXUS cars (Capital Vehicles Sales Ltd)** (Authorized dealer for Lexus Passenger cars) engaged in Customer service & generating additional business.
* Significant experience in overseeing operations for driving business by effective relationship management and delivery of value-added service.
* Demonstrated skills in team management coupled with excellent organisational ability.

**AREAS OF EXPERTIES**

**Sales & Marketing**

* Taking monthly/annual sales targets and executing them in a given time frame thereby enhancing existing clientele.
* Devising & effectuating competitive sales programs/strategies to improve the product awareness and ensure enhanced brand visibility.

**Business Development**

* Reviewing and interpreting the competition after in-depth analysis of market information to fine-tune the marketing strategies.
* Planning, organizing and implementing innovative sales programs/strategies to improve the product awareness and escalate business volumes.
* Business development by conducting seminars, referrals, personal observation, making cold as well as making corporate presentations.

**Customer Relationship Management**

* Effective Management of Customer Relation Operations and ensuring maximum Customer Satisfaction by providing timely clarification of queries.
* Developing and maintaining Individual &corporate relationships for accomplishment of group objectives by generation of business.
* Coordination with different divisions and outsourcing agencies to give a faster service to the clients and ensuring minimum TAT.

**ORGANISATIONAL EXPERIENCE**

**April 2022 To till Date Capital Vehicles Sales Ltd**

 **(Authorized Dealer Lexus Cars)**

**April 2019 To March 2022 Cargo Motors Pvt Ltd (Sales Head)**

 **(Authorized Dealer MG Cars)**

**Sep 2014– To Apr 2019 JAI AUTO, (Sales Manager)**

 **(Authorized Dealer Skoda Cars)**

*Major Achievements.*

* Handling and resolving all customer Queries relating to operational aspect across different products (Loans, Accounts, Car Sales)
* Recognised as the Consistent Performer throughout, on different fronts.

**Aug 2008– Sep 2014 ARSHIA MOTORS, (ASM)**

 **(Authorized Dealer Skoda Cars)**

*Major Achievements.*

* Handling and resolving all customer Queries relating to operational aspect across different products (Loans, Accounts, Car Sales)
* Recognised as the Consistent Performer throughout, on different fronts.

**August 2006 – Aug 2008 D.D MOTORS (SALES CONSULTANT)**

 **(Authorized Dealer MARUTI Cars)**

*Major Achievements.*

* Handling and resolving all customer Queries relating to Loan.
* Ensuring customer satisfaction with quality report.

**TRAININGS UNDERTAKEN**

1. Maruti Product Training (Sales Module)

 2) Skoda Laura, Superb & Yeti Training

 3) Skoda motors selling skill Training module for sales.

**ACADEMIC CREDENTIALS**

 Graduation

**IT SKILLS**

 Window 2007 Internet

**PERSONAL DETAILS**

Date of Birth : 14th Nov. 1986

Address : VILLA NO-4402, ACHIVERS SOCIETY, SECTOR-49 SAINIK COLONY

 FARIDABAD

Signatures

(ALANKAR CHOUDHARY)