

AMIT VERMA

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Seeking Assignments in the domain of Sales and Marketing/ Business Development/ Client Relationship Management with a frontline organization

Synopsis

A dynamic professional **nearly 20 years'** of experience in the areas of Strategic Planning, Sales and Marketing, Business Development, Client Relationship Management and Team Management .

*Presently working with **Yashodha Kia,jalandhar.as Assistant sales manager***

Demonstrated abilities in expanding the market, brand building and generating new business and targeting the potential customers.

Proficient in handling operations in compliance to the rules and regulation laid down by various governing bodies.

Excellent interpersonal communication and organizational skills with proven abilities in team management, customer relationship management and planning.

Core Competencies

Sales and Marketing

Running the sales and marketing operations & accountable for increasing sales growth of automobile sales initiatives in order to achieve business goals.

Identifying prospective clients, generating business from the existing clientele, thereby achieving business targets.

Business Development:

Conducting competitor analysis & competency mapping for keeping abreast of market trends and competitor moves to achieve market share metrics.

Identifying and developing new streams for revenue growth and maintaining relationships with customers to achieve repeat/ referral business and

Handling sales responsibilities.

Customer Relationship Management:

Attending to customers / clients concerns & complaints and undertaking steps for effectively resolving them.

Interacting with the customers to gather their feedback regarding the product satisfaction.

Maintaining cordial relations with customers to sustain the profitability of the business.

Team Management:

Recruiting, mentoring, training and development of the field functionaries to ensure sales and operational efficiency.

Creating and sustaining a dynamic environment that fosters development opportunities and motivates high performance amongst Team members.

Organisational Experience

From March 2004-June 2007	Sales Consultant	Swami
Automobiles, Chandigarh		

Role:

Take the competitive targets.

Make plans to achieve targets given.

Do all activities like cold calling, events etc. To reach maximum customers.

To take responsibility of handling new customers and retaining existing customers by field visits.

Simultaneously attending all the training program.

Harmonising & coordinating with the team.

Accomplishments:

Played an imperative role in Achieving monthly Target by 100%.

From July 2007 to dec 2008	Team Leader	Autopace,
Chandigarh		

Role:

Monitor team's sales process.

Providing After Sales Services to clients.

Provide daily and weekly sale reports to management.

Arranging and simultaneously attending all the training program and team meetings.

Harmonising & coordinating with the team.

Accomplishments:

Played an imperative role in Achieving monthly Target by 100%

From Jan 2009 to June 2012
Chandigarh

Team Leader Goel motors,

Role:

Monitor team's sales process.
Providing After Sales Services to clients.
Provide daily and weekly sale reports to management.
Arranging and simultaneously attending all the training program and team meetings.
Harmonising & coordinating with the team.

Accomplishments:

Played an imperative role in Achieving monthly Target by 100%

From Nov 2012 to June 2023.
Kosmo Hyundai, Jalandhar

Assistant sales manager

Role:

Interviewing, assessing and recruiting the sales consultant.
Take the competitive targets.
Make plans to achieve targets given.
Motivate and guide team to achieve the targets.
Team Management.
Make plan on daily, weekly basis and monitor.
Simultaneously attending all the training program.
Harmonising & coordinating with the team.

Accomplishments:

Played an imperative role in Achieving monthly Target by 100%.

From October 2023 to April 2024

Sales consultant in Joshi Auto Zone, Mercedes-Benz, Jalandhar

Role:-

Follow up assigned leads
Give test drive to all enquiries as per appointments
Achieve given targets as per policy.

Academic Credentials

Graduation from Punjab University, Chandigarh

Personal Details

Date of Birth : 22 NOV 1980

Address : H.No.901, Arjun nagar, S.D College road, Jalandhar