



ANIKET ANIL PATIL

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SUMMARY

Trustworthy Used Car Sales Manager offering proven success exceeding quotas and increasing revenue for dealerships. Documented strengths managing and mentoring employees to improve sales and customer service skills. Building positive community relationships to increase referrals and sales volume.

EXPERIENCE

ASSISTANT SALES MANAGER, 02/2024 - Current

Supreme Automobiles Pvt. Ltd., Maruti True value, Navi Mumbai, India

- Supervise and guide a team of sales executives.
- Assign targets and track their performance.
Provide training and support to improve the team's skills and product knowledge. Meet or exceed monthly, quarterly, and annual sales targets.
- Monitor and analyse sales performance and trends.
Develop and implement strategies to improve sales figures and profitability.
- Ensure high levels of customer satisfaction by addressing queries and concerns promptly.
Build strong relationships with customers to encourage repeat business.
Oversee customer feedback and take corrective actions as needed.
- Collaborate with the procurement team to ensure an optimal mix of used cars.
Ensure adherence to Maruti Suzuki True Value's policies and processes.
Maintain a high standard of showroom and lot presentation.
- Develop promotions or campaigns to attract customers. Prepare sales reports and present them to higher management.
- .Work closely with other departments like marketing, service, and finance to ensure a seamless customer experience.
- Coordinate with the True Value evaluation team for accurate vehicle assessments.
Monitor inventory levels and ensure timely rotation of stock.

SR RETAIL ASSOCIATE/USED CAR SALES CONSULTANT, 06/2018 - 11/2023

OLX AUTOS, Mumbai, India

- Company Overview: Olx India service Pvt Ltd
- Initially joined as an Inspection Engineer, responsible for inspecting vehicles
- Managed and controlled the inventory of used vehicles to ensure accurate supply levels
- Prepared daily reports outlining sales activities and ensured accurate completion of all paperwork before vehicle sale or delivery
- Developed and nurtured relationships with both current and potential customers through follow-up calls and emails, fostering repeat business

opportunities

- Implemented effective marketing strategies, including advertising campaigns and promotional events, to boost sales volume
- Maintained precise records of inventory levels and monitored stock movement
- Oversaw marketing and communication initiatives to enhance brand awareness in the local community, contributing to increased sales
- Conducted routine maintenance checks before the sale or delivery of vehicles
- Assisted in the preparation of sales contracts, ensuring customer satisfaction throughout the buying process
- Covered both Non-Premium and Premium aspects in a report submitted within 30 minutes, highlighting key points such as Structural Parts, Interiors, Engine, Glass, Tires, and Paperwork
- Promoted to Retail Associate in 2020, engaging directly with customers during the vehicle purchasing process
- Conducted follow-ups with customers to ensure timely closures
- Further promoted to Senior Retail Associate in 2021
- Conducted inspections of trade-ins to assess their condition before providing value estimates
- Stayed updated on sales, promotions, return policies, and security practices
- Processed customer payments, including handling finance applications, deposits, and final payments
- Olx India service Pvt Ltd

TECHNICAL RETAIL ASSOCIATE, 03/2016 - 05/2018

CARS 24 SERVICES PVT. LTD, Mumbai, India

- Technical Retail Associates (TRA), Handling customers and also inspecting their vehicle
- Maintaining the Inspection for a vehicles in 30 minutes and capturing all the refurbishment points
- Handling Daily Enquiries
- Preparing documentation for Car Procurement
- Delivering Good Customer Experience

USED CAR EVALUATOR/ EXCHANGE EXECUTIVE, 05/2014 - 03/2016

GLOBAL GALLARIE WHEELS PVT. LTD, Mumbai, India

- Company Overview: Hyundai Motors India, Pvt Ltd
- Handling Exchange counter
- Handled a team of Evaluators and Aligning daily car inspections
- Maintaining data for Monthly Meeting
- Maintaining Exchange Documents
- Following Up daily with the customers
- Have Also, Done Events and free check-up camp at societies, Malls, ETC
- Hyundai Motors India, Pvt Ltd

SALES CONSULTANT / CAR EVALUATOR, 02/2013 - 05/2014

KTS AUTOMOTORS PVT. LTD, Mumbai, India

- Company Overview: Maruti Suzuki India PVT
- LTD
- Handling Customers
- Helping with the car details and Finance Scheme
- Handling Finance Cases

- Giving Test Drive to the customers and Maintaining Documents
- Doing car Inspections
- Maintaining Reports for Daily Morning Meeting
- Managed over 50 customer calls per day
- Attending Daily team Meeting for discussion of enquiry, balance payments and finance cases and new registration of vehicle
- Looking after customer satisfaction
- Maruti Suzuki India PVT
- LTD

USED CAR SALES CONSULTANT / EVALUATOR, 02/2012 - 01/2013

CAR PLANET PVT LTD, Thane, India

- Company Overview: Mahindra First choice Pvt
- Ltd
- Handling Retail Sales
- Handling Customer queries
- Increased sales by 10% by doing follow up
- Daily morning meeting with team for day target
- Giving test drive to the customers and explaining them the process
- Maintaining Daily and Monthly report
- Looking for customer satisfaction
- Preparing used car Inspection Report
- Mahindra First choice Pvt
- Ltd

SKILLS

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|------------------------|--|
| • MS Excel | • Channel Growth |
| • MS Word | • Customer Acquisition |
| • Sales and Marketing | • Merchandise Display |
| • Technical Writing | • Sales Presentations |
| • Machine Learning | • Sales Strategy Development |
| • Real-Time Engagement | • Price Negotiation |
| • Product Marketing | • Product Demonstrations |
| • Quality Control | • Service Contracts |
| • Referral Traffic | • Relationship Building |
| • Brand Strategy | • Excellent Written and Verbal Communication |

CERTIFICATIONS

Emerging Star at Maruti Suzuki Ind Ltd.

EDUCATION

IDEMI College, Mumbai, 01/2012

Course: Workshop Technology

Learned about the Machines used in the Automobile Service Centers, CNC Machines.

Premier College of Management And Technology, Panvel

Diploma: Mechanical Engineering

LANGUAGES

English:

Hindi:

Marathi: