

RESUME

Sachin Bhatt

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- **Summary**

Highly motivated and skilled management professional with more than 22 years Experience in sales, distribution and sales management. Demonstrated confidence and ability to utilize leadership, management, teamwork and communication skills in a fast paced environment for completing tasks on time while ensuring quality. Excellent analytical, quick learning and problem solving skills having good sense of mission with a desire to work in a team oriented environment.

On the basis of my experience and exposure to the latest market trends and good functional understanding in all the phases of sales cycle I can serve across length and breadth of various sales domains viz. product, project, concept, solution and service industry with a great degree of conviction and confidence.

- **Knowledge & Skills:**

Thorough understanding of Customer operations and behaviour in financial services and corporate sales. Strong Knowledge of Direct sales, sales management, Key accounts management, Relationship management, Team management, Recruitment training and development. Strong leadership, and knowledge management skills across various functions of sales

- **Work Experience:**

[1] Mahindra First choice wheels Ltd (CPT) (From JAN 2020 To Til The Date)

MFC is India's leading used car leader in market

Job Title: Senior Procurement Executive (MP)

Key Roles & Responsibilities

Revenue Generation/ Focus on Earning

- **To generate business & generate revenue through exchange Procurement & sales & finance**
- To new NCD Tie-ups
- To focus on Exchange Sources.
- Business Development for Inspection and Valuation to Other Sources
- I am handling Team also, Developing new NCD & used Car Dealer Tie-ups
- Coordinating with Accounts team and back office team for services.
- Responsible for expansion of new services area
- Handling out-standing, recovery in the region.

Follow norms rules & regulation of company

- To follow the **process** and work According the norms, rules and regulation of company.

- To work with full efficiency and energy.

[2] Prince Hyundai (Krishu Motor Craft Pvt. Ltd) (from May 2016- Jan 2020)

Job Title: Manager H Promise

Prince Hyundai are specialized in direct sales of Passenger Car & Muv vehicles and I am directly dealing with the end customers.

- Managing All Type Exchange, Manage Used Car Buying, Selling , Finance ,Inventory, RF, Warranty and after sales services related issues.

[3] Mxc Solution India Pvt Ltd (Car Trade.Com) (from Aug 12- April 2016)

- **CarTrade.com is India's leading online market for buyers and sellers of new & used vehicles**
- **Job Title: Senior Manager Sales (State Head MP & CG)**

- **Key Roles & Responsibilities**

- **Revenue Generation/ Focus on Earning**

- To generate business & generate revenue through sales of Various DMS Packages.
- To sell product without discount.
- To focus on various sources of earning of company Like finance Insurance etc.

- **Follow norms rules & regulation of company**

- To follow the **process** and work according the norms, rules and regulation of company.
- To work with full efficiency and energy.
- To give right feedback to top management and daily report of sales.
- Duly submission of Daily Weekly & monthly report of sales.
To make monthly activity plan and make it applicable
- To give presentation, demonstration and relationship management.
- To visit Used & New Car Dealership physically & follow up regularly.
- B2B and C2B Marketing and business development.
- To understand the need of customers, problem solution and ultimately sale of product (As per segmentation)
- To remove the generation of customer complaint.
To understand market and language of customer

[4] Bedi motors [Auth. Dealer of GM Motors.Car Divisan.] (from Feb 12- Aug 2012)

Job Title: General Manager (sales & Service)

- Bedi motors are specialized in direct sales of Passenger Car vehicles and I am directly dealing with the end customers. Managed Inventory, Warranty and after sales services related issues for Dealer.
- **Events :** Plan Budget and Execution of Mega Camps & Loan Mela & News Paper AD.
- **Manpower Management :** Manage & Lead the team Sales & Service Staff.
- **MIS :** Maintain the records of all competitors.

Reporting To Directors : Every day coordinate & reporting to Directors through emails

[5] Prahlad Abhikaran [Auth. Dealer of TATA Motors.Car Divisan.] (from May 10- Jan 2012)

Job Title: Senior Manager (sales & Service)

- Prahlad Abhikaran are specialized in direct sales of Passenger Car vehicles and I am directly dealing with the end customers. Managed Inventory, Warranty and after sales services related issues for Dealer.
- **Events** : Plan Budget and Execution of Mega Camps & Loan Mela & News Paper AD.
- **Manpower Management** : Manage & Lead the team Sales & Service Staff.
- **MIS** : Maintain the records of all competitors.
- **Reporting To Directors** : Every day coordinate & reporting to Directors through emails.

[6] Nimar Motors [Auth. Dealer of Maruti Suzuki India Ltd.]

(from Feb 2009- May 10)

Job Title: Senior. Manager (sales)

- **Indents Planning** : Plan & Place the indents .
- **Enquiry management** : Collect enquiries of upcountry and submit the status of follow up of present / past enquiries.
- **Bank Tie Ups** : Manage database of all RRBs. Maintain business relation with local Finance executives of many banks & finance co.
- **Events** : Plan Budget and Execution of Mega Camps & Loan Mela.
- **Manpower Management** : Manage & Lead the team leaders & RDSEs.
- **MIS** : Maintain the records of all competitors
- **MASS Management** : Coordination with the MASS outlets.
- **Reporting To GM Sales** : Every day coordinate & reporting to GM Sales.
- **Internal Trainer** : Plan for training sessions Product and Process knowledge of Team.

[7] Sanghi Brothers [Auth. Dealer of TATA Motors]

(from Nov 2006- Feb 2009)

Job Title: Branch Manager and Area Sales Manager

Sanghi Brothers are specialized in direct sales of commercial vehicles and I am directly dealing with the end customers.

- Managing 3 sites of Sanghi Brothers located at Khargone, Sandhwa and Barwani, having total staff of 60 people.
- Managing Inventory, Warranty and after sales services related issues.

[8] Central Motors [Auth. Dealer of Mahindra and Mahindra]

(from July 2003- Oct 2006)

Job Title: Branch Manager and Area Sales Manager

- Managed one branch located at Khargone having total staff of 10 people.
- Managed Inventory, Warranty and after sales services related issues for Nimar Region

Education:

- **Executive MBA ,Finance & Sales Form IIBPS Indore 2011.**
- **Bachelor of Commerce from Indore University (DAVV) in 1999.**
- **Higher Secondary from Madhya Pradesh Board in 1996.**
- **Advance Diploma in Computer Applications.**

Personal Information:

1. Date of Birth: July 9th , 1977
2. Fathers Name: Shri. Bhagirath Bhatt
3. Marital Status: Married
4. Languages Known: English, Hindi, Gujrati & Nimari
5. Address: 303,Star Avenue 3rd Floor ,Koushalya Puri
Behind Bank of India,Nemawar Road

Indore 452001

Declaration:

I hereby declare that all the information's given above is true and correct to best of my knowledge and belief and I hold the responsibility of its authenticity.

Date:

(Sachin Bhatt)

Place :Indore