

Pankaj Kumar Singh

Automobiles Sales Expert



Contact Info

-  C-63 Jivan Park Uttam Nagar Delhi-59
-  9811809949
-  panksdeeks@gmail.com

Skills

- Sales Expertise
- Business Strategies
- Communication Skills
- Relationship Building
- MS Office Expert
- Team Management

Languages

- English
- Hindi
- Punjabi

Objective

Seeking excellence in the chosen professional field through self-motivation, hard work and augmentation of core skills requires for effectively delivering the goods. Believe strongly in the concept of work through positive motivation. The career planning consists of effective implementation of given task and responsibilities.

Education

Bachelor of Commerce

2001
Delhi University

E-Dast (Diploma in advanced Software Technology)
CMC LTD

Experience

Senior Sales Manager:- Carlelo.com Since May 2024
General Manager - Sales and Marketing
Ring Road Skoda Delhi

Nov- 2021- Till Date

Assistant General Manager – Shiva MotoCorp (JLR Dealer)

Mar-2017 – July -2021

Job Responsibilities

- ✓ Create and maintain excellent relationships with our customers.
- ✓ Making weekly Projection Reports.
- ✓ Maintain strong knowledge base of all new vehicle makes and models.
- ✓ Maintaining healthy business relations with high net worth and corporate/ institutional clients, ensuring high customer satisfaction matrices.
- ✓ Lead Management, Closing Ratios etc.
- ✓ Mentored and motivated team members to efficiently achieve challenging business goals.
- ✓ Controlled spending on overhead and equipment by devising and executing cost-management procedures.
- ✓ Cultivated performance-based culture based on individual accountability, goal attainment and team achievement.
- ✓ Oversaw inventory by ordering precise quantities of stock and executing corrective actions to drive profitability.

INTEREST

Corporate Manager Sales - Regent Garage (Audi Delhi South)

Feb 2016 - Feb 2017

Job Responsibilities

- ✓ To promote and Sell company's Products and Services, and Meeting of Sales Target.
- ✓ Provide after sales service.
- ✓ Create and maintain excellent relationships with our customers.
- ✓ Making weekly Projection Reports.
- ✓ Maintain strong knowledge base of all new vehicle makes and models.
- ✓ Maintaining healthy business relations with high net worth and corporate clients, ensuring customer satisfaction matrices.
- Achieving sales target with Customer Satisfaction

Senior Manager Sales – AMP Motors (Jaguar and Land rover)

Sep 2014 – Dec 2015

Job Responsibilities

- ✓ To promote and Sell company's Products and Services, and Meeting of Sales Target.
- ✓ Provide after sales service.
- ✓ Create and maintain excellent relationships with our customers.
- ✓ Making weekly Projection Reports.
- ✓ Maintaining healthy business relations with high net worth and corporate/ institutional clients, ensuring high customer satisfaction matrices.
- ✓ Captured and completed sales with customer-savvy quotes, proposals and contract management strategies.

Head Sales and Marketing – Autovikas (Chevrolet Dealer)

Feb 2004 – Aug 2008, Sep 2008- Aug 2014

Job Responsibilities

- ✓ Coordinated with social media, public relations and other teams to execute product introductions.
- ✓ Identified appropriate marketing channels and target customers for campaigns.
- ✓ Developed campaigns and specific marketing strategies for clients.
- ✓ Conducted research to analyze customers' behavior, including preferences, trends and purchasing habits.
- ✓ Created documentation outlining research findings for use by project managers, customers and other marketing staff to make accurate decisions about future plans.
- ✓ Tracked various product sales and costs by analyzing and entering sales, business data and expenses.
- ✓ Informed supervisors and company leaders on markets and regional sales needs to best meet customer needs and maximize revenue.

ACHIEVEMENT

Started working as sales consultant promoted to “Team Leader” in just two years and HEAD of SALES in 5 Yrs. (General Motors) • Participate in the “Chevy Rocker 2008” (Annual Selling Skill & knowledge Contest) and being winner in the dealer round of “Chevy Rocker 2008”. • Sold Maximum no's of Chevy Optra in Delhi & Ncr. • Won best Sales Person Award Several times. • Won Foreign Trips for Sales Achievements.

