**CURRICULUM VITAE**

**SAAGAR SAXENA**

**H.NO 79 PREMPURA NEAR VAN VIHAR BHAD BHADA ROAD, Bhopal (M.P.) Pin-462003**

**Mobile & SMS: +917000214978**

**E-mail : saagar.elex@gmail.com**

**VISION & OBJECTIVE**

 **To be a part of growing and dynamic organization, Environment with skillfulness and growth orientation.**

**PROFESSIONAL EXPERIENCE:**

 **Company Name: Varenyam Motor Car**

 **Job Profile: GENERAL MANAGER (JK ROAD)**

 **Responsibilities: Identify cases likely to close on the day and those cases which require GM**

 **Intervention.**

 **Stock allocation**

 **Vehicle orders**

 **Review SM for pipeline and performance till date**

 **Review previous day's plan vs actual**

 **Discussion with sm - TD, YF, Retail, follow-ups, events.**

 **Resolve any other objection to retail (finance, valuation etc.)**

 **Lost Enquiry Form analysis**

 **Enq conversion ratio**

 **Review CRM regarding ssi,cptv & showroom upkeep**

 **Review TL wise weekly target Vs achievement**

 **Job Duration: OCT 2022 – Till dated**

 **Company Name: Varenyam Motor Car**

 **Job Profile: SALES HEAD**

 **Responsibilities: Identify cases likely to close on the day and those cases which require sales head**

 **Intervention**

 **Review TL wise pipeline and performance till date**

 **Review previous day's activities vs. plan**

 **Create plan for the day - TD, YF, Retail, follow-ups, events.**

 **Resolve any other objection to retail (finance, valuation etc.)**

 **Lost Enquiry Form analysis**

 **Review TL wise weekly target Vs achievement**

 **Job Duration: sep 2016 – oct 2022**

 **Company Name: RANJEET NISSAN**

 **Job Profile: SALES MANAGER**

 **Responsibilities: Identify cases likely to close on the day and those cases which require**

 **sales manager Intervention**

 **looking after the locations Bhopal ,Jabalpur, Rewa, Sagar**

 **Review TL wise pipeline and performance till date**

 **Review previous day's activities vs. plan**

 **Create plan for the day - TD, YF, Retail, follow-ups, event**

 **Lost Enquiry Form analysis**

 **Review TL wise weekly target Vs achievement**

**Job Duration: – jan 2014 – aug 2016**

 **Company Name: EXCEL VEHICLES (TATA COMMERCIAL)**

 **Job Profile: ASM**

 **Responsibilities: Looking after bus division & Identify cases likely to close on the day and those**

 **cases which required sales manager Intervention**

 **looking after the locations Bhopal, Vidisha, Hoshangabad**

 **Review TL wise pipeline and performance till date**

 **Review previous day's activities vs. plan**

 **Create plan for the day - TD, YF, Retail, follow-ups, events**

 **Review executive wise target Vs achievement**

 **Daily generation of c0,c1, and status of c2 & c3**

 **Job Duration: – mar 2013 – dec 2014**

 **Company Name: Rmj Motors Pvt Ltd**

 **Job Profile: TEAM LEADER (PREMIUM CARS-SUV)**

 **Job Duration: Apr 2011 – feb 2013**

 **Company Name: Rmj Motors Pvt Ltd**

 **Job Profile: SALES EXECUTIVE (PREMIUM CARS-SUV)**

 **Job Duration: Nov 2009 – mar 2011**

**EDUCATIONAL QUALIFICATIONS:**

**EDUCATIONAL QUALIFICATION:**

|  |  |  |
| --- | --- | --- |
| **Course** | **Institute** | **Board/University** |
| **Graduation****(B.E Electrical & electronics))** | **Radha Raman Institute of Technology and Science Bhopal** | **RGPV Bhopal** |
| **Higher Secondary School (PCM )** | **kopal Higher Secondary School Bhopal** | **M.P. Board** |
| **High School(10th)** | **kopal Higher Secondary School Bhopal** | **M.P. Board** |

**TECHNICAL SKILLS/ OPERATING SYSTEM:**

|  |  |
| --- | --- |
| **MS Office Package** | **Word, Excel & Power Point, Internet Surfing** |

**TRANNING:**

**BAT (Basic Automobiles Technology)**

**Complete level 1,2and 3 training.**

**L1 level Tata**

**L2 level Tata**

**L3 level Tata**

**EXTRA-CURRICULAR ACTIVITIES:**

 **Won many prizes in mimicry.dancing and**

 **Actively Participated in Cricket, mimicry ,dancing and co-carricular activities in School, College & Institution.**

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**STRENGTH & CAPABILITIES:**

 **Hard Working, Honest & Ability to take Challenges.**

#### HOBBIES:

####  Listening Music, fun activities, Traveling & Playing cricket.

**PERSONAL PROFILE:**

 **Father’s Name: Late.shri praveen saxena**

 **Date of Birth: 15th january 1986**

 **Marital Status: married**

 **Nationality: Indian**

 **Linguistic Known: English & Hindi**

**DECLARATION:**

**I hereby declare that all the above written particulars are true to the**

**Best of my knowledge and belief.**

**Date: 18/04/2025 (SAAGAR SAXENA)**

**Place: Bhopal**