



Muztaba Khan

Senior Sales Manager

PROFILE SUMMARY

A highly skilled and results-driven professional with 7.5 years of experience in the automobile industry, specializing in specific areas like automotive, Purchase, sales, or after sales services. Proven expertise in diagnostic troubleshooting, vehicle repair, Post delivery inspection , Documentations process etc. Adept at leveraging advanced automotive technologies and tools to enhance operational efficiency, reduce downtime, and improve product quality.

EDUCATION

- 2017

MBA/PGDM
Bharatiya vidyapeeth Deemed University ,Pune
- 2013

B.B.A/ B.M.S
Institute of Management Studies (IMS), Noida

WORK EXPERIENCE

- Oct 2022 - Nov 2024

Senior Sales Manager

Gaup Automotive Technologies Private Limited (Luxury Cart)

1. Support customers seeking Pre-owned luxury vehicles in product selection and decision making through expert understanding of the luxury vehicle market, which resulted in sales to date.

2. Maintain repeat business from established customers.

3. Provide detailed weekly reports including, deals in process, and deals closed.

4. Initiated 50 calls per shift to customers that filled out interest forms online, providing thorough information and excellent customer service support, resulting in 20% purchase rates.

5. Revenue Generation.

6. Provide after sales service to the customers.
- Oct 2020 - Oct 2022

Senior Retail Associate

Cars24 Services Private Limited

• Initiate bids on online platforms with pre-set parameters (vehicle age, condition, and pricing limits).

• Inspect and evaluate winning bids to ensure they meet quality standards.

• Categorize vehicles by brand, model, year, mileage, and condition to make it easier for dealers to search.

• Provide customers with a clear timeline and checklist for
- ## PERSONAL INFORMATION
- ✉ Email

muztabak22@gmail.com

📞 Mobile

(+91) 8860698637

📅 Total work experience

7 Years 5 Months
- ## KEY SKILLS
- Verbal communication

Negotiation

Team work

Time Management

Detailed oriented
- ## OTHER PERSONAL DETAILS
- City

Ghaziabad

Country

INDIA
- ## HOBBIES
- Social networking, Listening Music , Driving
- ## LANGUAGES
- Hindi

• English

• Urdu

the ownership transfer process to avoid confusion or delays.

Jul 2019 - Jul 2020

Area Sales Manager

GirnarSoft (Cardekho)

- Use CRM software to manage customer details, track leads, and schedule follow-ups, ensuring no opportunity is missed.
- Start by asking the right questions to understand the customer's preferences, budget, and specific requirements (e.g., model, fuel type, features, etc.).
- Stay updated on the specifications, pros, and cons of each brand and model you're selling. The more knowledgeable you are, the better you'll be able to match a customer to the right vehicle.
- Close sales by negotiating prices, financing options, trade-in values, and finalizing the sale process.
- Meet or exceed monthly and quarterly payout set by the dealership.

Jun 2017 - May 2019

Senior Relationship Manager

Rohan Motors

- Conduct a thorough consultation to understand the customer's requirements, preferences, and budget. Maruti Nexa offers a range of premium models with different features. Tailor your pitch based on the customer's needs (e.g., fuel efficiency, comfort, safety features, design).
- Be well-versed with the features and benefits of each Maruti Nexa model (such as the Nexa Baleno, Ignis, Ciaz, or S-Cross). Highlight key selling points such as advanced technology, luxury feel, and superior customer experience associated with Nexa.
- Offer test drives to create an emotional connection with the vehicle. This is a critical step for convincing customers of the quality and performance of Maruti Nexa cars.

Jun 2014 - Mar 2015

Sales Executive

Tata Motors

- Engaging with potential customers to understand their needs and preferences. Offering personalized recommendations based on budget, features, and lifestyle.
- Having a thorough understanding of Tata's car models, features, specifications, and pricing to provide accurate information and assist customers in making informed decisions.
- Meeting monthly or quarterly sales targets set by the dealership or company.
- Building and maintaining long-term relationships with customers, following up post-purchase, and ensuring customer satisfaction.



30
Days

Summer Internship
Shriram Life Insurance

Projects



60 Days

Customer Perception
Survey

Live project in Zoomcar