

PARAG SHRIKAR SOHANI

CONTACT

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SKILLS

- Positive attitude
- Leadership skills
- Customer service excellence
- Time-management
- Staff management
- Active listening
- Customer relationship management
- Employee motivation

ACCOMPLISHMENTS

- Consecutive Best Performances Award for the year 2014-15; 2015-16; 2016-2017 in Volkswagen Dealership
- Achieved Royal Blue Award in Volkswagen Dealership

LANGUAGES

- English:

A2

Elementary
- Hindi:

B2

Upper intermediate
- Marathi:

C2

Proficient

To secure a EV manager position where my expertise can be utilized to their fullest while being a great asset to company.

Summary of Qualifications: Deep knowledge of the group sales process for all brands and how to close a sale Huge knowledge of POS system, JAC products and sources of information helpful Ability to work within a team and work well under pressure Ability to supervise, direct, inspire, train, educate and coach co-workers Ability to drive resolution, meet deadlines and goals and multitask Proven track record of achieving required sales, margin, expense and labor targets Strong organizational and time management skills Good communication and leadership skills

EXPERIENCE

October 2024 - Current

EV lead manager *EV lead manager*

- Product Strategy Development: Defining the vision and roadmap for new EV products, considering market trends, customer demands, and technological advancements.
- Market Analysis: Conducting in-depth market research to identify potential customer segments, competitive landscape, and emerging trends in the EV market.
- Product Launch Management: Leading the cross-functional team to ensure smooth launch of new EV models, including pricing strategy, marketing campaigns, and dealer network training.
- Sales Team Leadership: Managing and motivating a team of EV sales representatives, setting sales targets, and monitoring performance against goals.
- Customer Relationship Management: Building strong relationships with key customers, addressing customer concerns, and providing support throughout the EV ownership experience.
- Technology Evaluation: Staying abreast of the latest EV technologies, assessing potential partnerships with suppliers, and identifying opportunities for innovation.
- Charging Infrastructure Development: Collaborating with stakeholders to develop a robust charging infrastructure network for EV customers.
- Cost Management: Analyzing and managing costs associated with EV development, production, and sales.

January 2023 - August 2024

Senior Relationship Manager *Tejpal Motors Pvt Ltd (MG Motors, Kalyan)*

- Devising sales Strategies
- Customer relationship management
- Set goals and mentor sales staff
- Delegate tasks and set deadlines
- Analyzing sales performance
- Customer complaints

October 2019 - January 2023

Senior Relationship Manager Mahalaxmi Automotives vehicles Pvt Ltd, Chakan, Pune

- Developed Enquiry generation skills in team
- Provide require training
- Monitored in all parameters enquiry
- Support to achieved every month target

August 2016 - September 2019

Sales Team Leader Shirole Hyundai, Nashik

- Developed division's main objectives and sales targets.
- Managed the structuring and closing of the deals with new customers.
- Compiled and maintained comprehensive customer profile.
- Produced daily, weekly and monthly activity reports and forecasts.
- Monitored and supervised sales team.
- Followed up on opportunities uncovered by business development.
- Implemented process improvements and best practices.

September 2013 - July 2016

Sales Team Leader Shreekrupa automobile Pvt Ltd- Volkswagen Dealership, Nashik

- Accomplished business plans delivery and sales fundamentals results.
- Managed quality execution of Initiatives.
- Provided training to sales team.
- Planned & executed promotion & New Product Launch.
- Planned & achieved Sales Executive wise Volume Target in the assigned territory.
- Conducted performance review of the team.
- Developed New Business via cold calling and various other media and communication.

July 2010 - August 2013

Sr Sales Executive Gen Next Motors Pvt Ltd – Renault Dealership, Navi Mumbai

- Proper execution of order and dispatch it on time.
- Follow up for payment.
- Develop new sample for client.
- Maintain good relation with client.
- Responsible for assigned sales targets (monthly, quarterly and annually).

August 2009 - July 2010

Sales Executive Wasan Toyota, Panvel

- Proper execution of order and dispatch it on time.
- Follow up for payment.
- Develop new sample for client.
- Maintain good relation with client.
- Responsible for assigned sales targets (monthly, quarterly and annually).

December 2006 - April 2008

DSE Operator WNS Global Pvt Ltd

- Data Entry Operator

EDUCATION

Bachelors of Commerce Costing

KSKW College, Nashik

