

Lakhan Kumar

H.NO.-B-660/A, SANGAM VIHAR NEW DELHI-110080

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Job Summary

Experienced business development and relationship manager with a proven track record in client acquisition and team management. Skilled in managing complex negotiations and delivering high-value procurements, I have demonstrated my abilities in consistently achieving monthly targets and enhancing client satisfaction.

Experience

- **Cars24** June 2022 - January 2025
Retail Associate
 - Responsible for used cars procurement.
 - Ensure focus on high end cars procurement.
 - Team management and solve there queries
 - Provding excellent pre and post sales service.
 - Collect all the documents and cross verification.
 - Do the negotiation with customer's to close the deal.
 - Archived monthly targets
- **Car Dekho** February 2020 - April 2022
Sr.Sales Executive
 - Responsible for selling used cars.
 - Perform vehicle transfer quickly and effectively.
 - Assure complete car and all documents delivered.
 - Making sales by calling and interacting with walk-in customer.
- **Reliance Digital & TATA Croma (Retail Store)** September 2016 - January 2020
Sales and CRM Executive
 - Make sure display are well positioned.
 - Concentrate on selling high-value product's.
 - Finest detailed demonstration of every electronic product.
 - Ensure that all products are available in the store for sales.
 - Complete weekly sales target.

Education

- **CBSE Board** 2012
10th
- **CBSE Board** 2014
12th
- **Delhi University** 2019
BA Programme

Skills

- Excellent communication and customer service skills to ensure that customers feel comfortable and are able to make an informed purchase.
- Familiar with basic computer applications, as well as office software like word and excel.

Interests

- I enjoy car driving and listening to music.

Personal Details

- Date of Birth : 15/01/1997
- Marital Status : Married
- Religion : Hindu
- Father Name : Mr.Brij kishor