

CURRICULAM-VITAE



MD. DANISH AKHTAR

Add:- H No . WZ-536 C, Third Floor
Sri Nagar, Near Hanuman Mandir
Gali No -1 New Delhi-110034
E-mail:- danishakhtar1987@gmail.com
Mobile: +91 90608 43612

CAREER OBJECTIVE

To Find a Challenging Position in among where I can utilize my operational & motivational strength to produce time bound exceptional results couple with reorganization for self as carrier prospects

Over **8.5** years' experience driving *strategic growth and product visibility*, highly competitive, passionate, persuasive and articulate; able to achieve results others believed to be impossible. Experienced in retail, public relations, partnership building and product management.

EDUCATIONAL QUALIFICATION

- **BBM** (2007-2010) from MAGADH UNIVERSITY, BIHAR
- **MBA** (2011-2013) from Punjab technical university

PROFESSIONAL EXPERIENCE

- Worked at Carxpert as a Business Development Manager from 26TH of April to 30 Nov 2024.
- Employment period:- 10th Feb 2018 to 25th Oct 2023 as a Store Manager in Olx Autos
- Cars24.com from 28th Sep 2015 to till November 2017 as a Retail Associate

JOB PROFILE

At Carxpert:

- To held meetings with multibrand automobile workshop all over India.
- Get branding done at multi brand automobile workshop like put up posters/danglers/flex board.
- To open cashless code from multiples insurance company like Hdfc/ Iffco/Chola/Bajaj etc.
- Get insurance renewed from many insurance companies.
- Branding and marketing support like Instagram/YouTube /Facebook/Google.
- Responsible for achieving monthly, quarterly and annual target ad revenue goals.
- Maintain the standard conversion ratio of total assigned appointments and inspected leads.
- Psf & service reminder/workshop management system spare parts procurement support, Training & technical helpdesk, IT system & documentation and Centralized call center.
- We provided service like Running Repair, Accidental Repair, wheel alignment, Car Wash, wheel Balancing, Ac Service & Car scanning
- Actively engaged in monitoring employee's follow-up on data, hourly output, leads automation,

At Olx Autos

- Impart training & development to Retail Associates to understand and fulfil organization and Consumer needs.
- Driving business from assigned area and develop a highly profitable used car business with rapid turnover.
- Responsible for achieving monthly, quarterly, annual target & revenue goals.
- Actively engaged in monitoring employee's follow-up on data, hourly output, leads automation, Successful auction of all inspected cars, deal closure within TAT.
- Responsible for all documentation and successful stock-in of vehicles.
- Ensure excellent customer experience and maintain in NPS.
- Maintain the standard conversion ratio of total assigned appointments and inspected leads.
- Ensure quality standardization at every stage of the leads and minimize the loss.
- Measure and report sales metrics, monitor actual to plan.

At Cars24.Com

- Ensuring that all customers receive excellent service through direct salesmanship, and prompt and courteous service.
- Assisting customers with questions & needs.
- Cultivating successful relationships with retail customers.
- Completing each transaction in a quick and efficient manner.
- Handling all store operations.
- Identifying customer requirements.
- Assisting customers with purchase decisions.
- Making sure that customers paper work is completed efficiently.
- Watching out for loss prevention through leakage and theft.
- Completes Store Operational Requirement by Scheduling and assigning employees, following up on work results.
- Maintain operations by initiating, cording and enforcing program, operational and personnel Policies and procedures.
- Ensure the timely collection of payments.
- Maintain daily sales run rate and achieve monthly targets.
- Client interaction and communicating various scheme/ offers to business partners for enhancing Performance, mange all activities covering setting and monitoring targets.

LANGUAGES KNOWN

- English (Fluent)
 - Urdu (Mother Tongue)
 - Hindi (Fluent)
-

PERSONAL INFORMATION

- Date of Birth : 29th Nov. 1989
 - Driving License : BR/0220110011734 India LMV
-

COMPUTER LANGUAGES KNOWN

- Certificate Course in Computer Operating System, Microsoft Word /Excel & Power point.
-

PERMANENT ADDRESS

MD. DANISH AKHTAR s/o – MD.NASIM AKHTAR

MAROOFA PAPER PRODUCTS

ABBAS LANE

OLD KARIMGANJ

Post: KARIMGANJ Dist: GAYA State: BIHAR Pin code:-823001 Country:- INDIA

Declarations

I hereby declare that all above information is true to the best of my knowledge and belief.

NEW DELHI

(MD. DANISH AKHTAR)