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**Dob:25/01/1982**

**Coimbatore, India 641029**

## Core Competencies

- Sales Planning
- Goal Setting
- Territory Sales Management
- KPI Analysis
- Client Acquisition
- CRM Proficiency
- Sales Presentations
- Sales Pipeline Management
- Sales Team Training

## Education And Training

04/2005

**Bachelor of Science**

Computer Science

**Bharathiyar University**

Coimbatore.

## Awards

- Achieved Number 1 position in PAN INDIA for Skoda Rapid Sales during the year 2018-2019.
- Skoda Excellence award for sales 2021 as GM Sales and operations.

# Gavaskar S

## Summary

Accomplished Sales Manager offering high performance leading development and implementation of superior sales strategy. Proven track record of identifying and creating profitable business opportunities, qualifying authentic prospects and cultivating strong partnerships. Demonstrated expertise in team leadership and development. Customer-oriented, strategic-thinking sales management professional successful in cultivating partnerships, retaining to accounts and growing profit channels.

## Career Highlights

**Sparsh Automobiles I Pvt Ltd (Nexa) GM Sales**

*Raipur, IN*

08/2024 – 04/2025

- Developed sales plans, goals, strategies and objectives to achieve team goals and revenue objectives.
- Resolved customer complaints regarding sales and service.
- Oversaw regional and local sales managers and staffs.
- Tracked and analysed key quantitative metrics and business trends relating to clients and MSIL as per norms.
- Proactive change manager who envisions and executes game changing results, transforming business through empowerment.

**SGA Cars India private Ltd (GM Sales and Operations)**

*Coimbatore, IN*

01/2016 – 02/2024

- Assertive and articulate manager who is a savvy strategist across spanning finance, business development, marketing, communications, human resource and project management.
- Recruited to develop an open communication strategy and to increase the sales percentage with all the potential and skills I possess as a Sales Head.
- Coached, developed and motivated team to achieve revenue goals.
- Set aggressive goals for monthly and quarterly
- Analysed business and sales targets using critical problem-solving skills.
- Led sales planning, development and account management to grow existing accounts and establish new sales accounts.

- Identified areas for improvement within the existing
- Reviewed reports regularly to monitor progress against established goals
- Coordinated Daily Field Reports (DFRs) and distributed to clients.
- Conducted market research and reported on competitors.
- Maintained updated knowledge through continuing education and advanced training.

**Millennium Motors (Skoda) Sales Manager**

*Coimbatore, IN*

*01/2013 - 01/2016*

- Forecasted goals and objectives for sales, gross, and key expenses on a monthly and annual basis.
- Hired, motivated, counselled, and monitored the performance of all sales employees.
- Prepared and administered an annual operating forecast and budget for the sales department.
- Directed and scheduled the activities of all department employees, always ensuring proper staffing.
- Supported individual salespeople in setting aggressive yet realistic monthly goals and objectives.
- Ensured proper follow-up of all potential buyers by developing, implementing, and monitoring a prospecting and sales control system.
- Developed pricing strategies that would maximize profits while remaining competitive in the market.

**Millennium Motors (Skoda) Sales Consultant**

*Coimbatore, IN*

*04/2008 - 12/2012*

- Followed-up with clients after installations to assess quality service and customer satisfaction.
- Analysed customer needs and preferences to recommend appropriate products.
- I was the best performer in sales for the Year 2010.
- Participated in regular training sessions on new products, services, and industry trends.
- Handled credit and debit card payment processing to complete purchasing experience.

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