

CURRICULUM VITAE

GURINDER SINGH

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Objective

* To be a part of result oriented professional team that provides challenging, innovative task environment. Opportunities for career professional and personal development.

Educational Qualification

- * MBA from Sikkim Manipal University, Delhi (2015)
- * BBA from Sikkim Manipal University, Delhi (2012)
- * Automobile Engg. Diploma from GTBPI, Delhi(2007)
- * 12th from CBSE Board, Delhi (2004)
- * 10th from CBSE Board, Delhi (2002)

Technical Qualification

- * Two months training in Vishkarma Auto Garage, TATA Motors
- * Basic Computer Knowledge
- * 3D White Light Scanning
- *AUTOCAD
- * CAD from SIEMENS PLM PARTNER
- * DUCATI Product Training Technical Certificates
- * Six Sigma Certificate
- * Digital Marketing Certificate
- * Honda BigWing Topline Product Training
- * Triumph Motorcycles Product Training

Personal Details

- * Father's Name: S. Sukhpal Singh

- * Date of Birth: 30th March, 1986
- * Nationality: Indian
- * Marital Status: Single
- * Sex: Male
- * Religion: Sikh
- * Hobbies: Listening Music,
Reading Auto Magazines,
Repairing & Riding Old Classic Bikes
- * Languages known: English, Hindi & Punjabi

Job Experience:

- * 6 Months as Service Advisor, Gymkhana Hyundai Services Station.(April/2007 - Sep/2007)
- * 1 Year as Technical Support in IBM Daksh.(Oct/2007 - Oct/2008)
- * 4 Years as Service Advisor, Vishkarma Auto Garage, TATA MOTORS.(Nov/2008 - Sep/2012)
- * 2 Years as Business Development & Direct Marketing Executive with Centy Product Design Solutions.(Oct/2012 - Jan/2015)
- * 2 Years as Sr.Business Development Executive with The Mercurians.(Feb/2015 - July/2017)
- * 3 Years as Asst. Sales and Operations Manager with DUCATI-AMP Superbikes.(Sep/2017 - April/2020)
- * 2 Years as Sales and Operations Manager with Moto-Pit Garage Superbikes.(Oct/2020 - March/2023)
- * 1 Years and 3 months as Showroom Manager Honda Big Wing Topline.(June/2023 - Sep/2024)
- * 6 Months as General Manager with JSB Triumph.(Oct/202024 - March/2025)

Professional Summary (last 2 years):

- * Experience in Sales, Training & development, Sales & Marketing, Business Development.

- * Hands on experience in establishing a reliable and cost effective network of channel partners to sales escalate sales levels.
- * Possess excellent interpersonal, communication and organizational skills with proven abilities in team management, customer relationship management and planning.
- * Forecasting monthly/quarterly/annual sales targets and executing them in a given time frame thereby enhancing company revenue.
- * Driving sales efforts for attainment of periodical targets with a view to optimize revenue from primary and achieve business excellence.
- * Monitoring performance of the sales staff.
- * Assigning roles to showroom managers.
- * Identifying and solving no-sale concerns.
- * Responsible for managing and imparting training programmes based on functional areas—Induction, Sales and Product knowledge.
- * Responsible for training new employees and supporting employees to improve their performance.
- * Helping and solving in customer queries to improve sales and after-sales.
- * Providing best premium motorcycle buying experience to customers from enquiry till delivery.
- * Participation in Autofest, Road shows, Bike rides.
- * Arranging biker nights, outstation bike rides, Sunday morning rides, night-outs.
- * Displaying activities in camps, malls, etc.
- * Identifying scope of improvements and organizing relevant staff/product update trainings by coordinating with parent company's ASM and ZM.
- * Pivotal in coordinating trainings sales and operation activities of showrooms.
- * Providing internal training on soft-skills to enhance selling, communication skills and objection handling.
- * Conducting timely role play and mock sales drill to identify and improve sales

staff performance.

- * Identifying the strengths of sales team staff and providing roles individually and accordingly.
- * Monitoring personal development plans for employees post training and appraisals.
- * Reviewing and interpreting the competition after in-depth analysis of market information to fine-tune the marketing strategies.
- * Devising & effectuating competitive sales programs/strategies to improve the product awareness and ensure enhanced brand visibility.
- * Managing smooth and hassle free logistic operations ensuring sufficient inventory at each dealership outlet as per the market demand.
- * Effective relationship Management with significant clients to ascertain rendering of quality service and business retention/enhancement.

Trainings attended and provided:

- * DUCATI Product Training Technical Certificates
- * Six Sigma Certificate
- * Digital Marketing Certificate
- * Honda BigWing Topline Product Training
- * Triumph Motorcycles Product Training

Above mentioned details are true to the best of my knowledge.

(GURINDER SINGH)

Date: