

JATIN

H. No-239, Ghitorni, New Delhi-110030

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Professional Summary

Dedicated and results-driven Sales Professional with over 5 years of experience in the automobile and electric vehicle industries. Proven track record in consultative selling, customer engagement, and after-sales support. Strong knowledge of two-wheeler product features, competitive analysis, and strategic sales planning. Passionate about delivering exceptional customer experiences and driving business growth.

Key Skills

- Strategic Sales Planning & Implementation
- Consultative & Needs-Based Selling
- Product Knowledge (Conventional & Electric Two-Wheelers)
- Customer Engagement & Retention
- After-Sales Support & Relationship Management
- Loan & EMI Processing
- Showroom Management & Product Display
- Influential Negotiation & Objection Handling

Professional Experience

- Sales Executive | ALTAIR EV, New Ashok Nagar, New Delhi

Feb 2025 – Present

- Explained electric vehicle components including battery, motor, and charging systems.
- Recommended EV models based on customer needs and usage.
- Converted technical features into customer benefits to overcome concerns.
- Assisted with government incentives, subsidies, and financing options.
- Closed sales using value-based techniques and EMI plans.
- Sales Executive | Royal Enfield Autonation, Gurugram, Haryana

Aug 2023 – Feb 2025

- Demonstrated detailed product knowledge of Royal Enfield and competitor bikes.
- Matched riders with ideal models based on preferences and usage.
- Guided customers through EMI, loan eligibility, and after-sales services.
- Promoted accessories, apparel, and extended warranties.

- Maintained showroom aesthetics and inventory display.
- Sales Representative | Firefox Bikes, DLF Phase 1, Gurugram, Haryana

Oct 2020 – Aug 2023

- Assisted customers in selecting bicycles matching lifestyle and terrain needs.
- Built strong customer relationships through consultative selling.
- Conducted test rides, handled objections, and ensured post-sale support.

Education

- Pursuing B.A. from Delhi University
- 12th CBSE – 2021 – 70%
- 10th CBSE – 2019 – 60%

Certifications

- Computer Application Course – SFS Centre, Ghitorni, Delhi
- MS Office Packages & Internet Proficiency

Declaration

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