

Kshitij Kapruwan

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SUMMARY

Dynamic Sales Associate with a proven ability to excel in fast-paced settings and adapt to changes. Recognized for delivering high-quality work and efficiency under pressure. Strong work ethic and communication skills enhance team collaboration and customer relationship building. Committed to providing outstanding service and maximizing sales.

CORE COMPETENCIES

- Vehicle sales expertise
- Sales strategies
- Product promotion
- Event coordination
- Team leadership
- Negotiation techniques
- Product knowledge
- Lead generation
- Time management
- Conflict resolution
- Communication skills
- Networking skills
- Relationship building
- Customer relationship management
- New business development

PROFESSIONAL EXPERIENCE

Design Core (Real estate channel partner), February 2021-Current

- Working as freelancer for a real estate channel partner taking care of sale of projects undertaken by the firm.

Team Leader, Skoda Dehradun (Channel Motors), July 2018-January 2021

- Responsible for sales of Skoda products like Rapid, Superb, Kodiaq
- Looking after team performance and target achievement of various parameters like Sales, Finance, Accessories
- Arrangement of local Skoda events as per the brand norms.

Team Leader, Jeep Dehradun, December 2017-June 2018

- Responsible for the sales of Jeep product Compass and Wrangler.
- Responsible for the Jeep Wave visits (this visit is done after 15 days of selling the vehicle)
- Involved in day to day activities of promotion and branding related events.
- Meeting with the prospect customer and corporate to showcase the vehicle
- Attended trainings conducted by Jeep India.

Relationship Manager, NEXA Noida Sec62, October 2015-September 2017

- Responsible for the sales of all NEXA model like Ignis, Baleno, S-Cross, Ciaz
- Contacting individual, corporate for the sales and promotion of NEXA models for achieving

individual target.

- Successfully awarded as Certified NEXA Relationship Manager.
- Participation in events arranged by Maruti Suzuki and dealership.

Sales Associate, Audi Gurgaon, November 2013-September 2015

- Responsible for the sales of Luxury Cars like Audi A4, A6, Q3, Q5, Q7, A8, RS5, RS7, R8.
- Coordination with other departments like finance, registration on behalf of customer for smooth sales process.
- Involved in day to day activities of promotion and branding related events.
- Meeting new high net worth individuals for the promotion and increasing the sales of product.
- Attended seminars and trainings organized by Audi and dealership.

Senior Sales Consultant, Bhasin Group (Skoda\Volkswagen), November 2009-October 2013

- Responsible for Business Development, Marketing for India's Grand Luxury Cars – Volkswagen-Polo, Jetta, Passat, Beetle, Touareg in Delhi.
- Promoted to the post of Senior Sales Consultant.
- Managing Corporate Sales to increase sales and getting things moving at faster pace.
- Managing Good Relationship with financial associates for arrangement to match up with Car Loans and Liasoning for Fast Turnover and Workflow.
- Responsible for Team Working.
- Managing Sales Promotion events, Road shows, Test-drives Camps, Mega Events to spread the areas for Marketing the Grand Luxury Cars-Volkswagen.
- Responsible for Business Development, Marketing for Skoda Cars such as -Fabia, Octavia ,Laura, Superb in Delhi and NCR.
- Managing day to day sales and maintaining good Repo with clients.
- Complete Finance Formalities on behalf of the customer.
- Managing Sales Promotion events, Road shows, Testdrive Camps.
- Team working.

Sales Consultant, Aalanz Automobiles, Safdarjung Enclave, New Delhi (A Maruti Suzuki Dealership), August 2008-September 2009

- Responsible for Business Development, Marketing for Maruti Cars such as-Alto, Wagon-R, Estilo, Swift, Dzire, SX4 in Delhi and NCR.
- Managing day to day sales and maintaining good Repo with clients.
- Complete Finance Formalities on behalf of the customer.
- Managing Sales Promotion events, Road shows, Test-drives Camps.
- Managing and motivating team towards targets.
- Being promoted as "Assistant Team Leader" and worked for last 4 month on the same post.

LANGUAGES

Hindi and English

QUALIFICATIONS

Bachelor of Arts

Political Science & Economics(Distance Course), Subharti University, Meerut

Senior Secondary

Commerce, Birla School Ranikhet, Ranikhet Uttarakhand 2004

Higher Secondary

Birla School Ranikhet, Ranikhet Uttarakhand 2002

HOBBIES AND INTERESTS

Researching Specifically on four wheelers, listening music, travel

PROFESSIONAL DEVELOPMENT

- Developed insight into operational, technical , design, quality control aspects when deputed for in-house-Training provided by dealership.
- Planned our participation for Skoda with full Coordination in International Trade Fairs (Auto Expo); especially towards product & corporate image, handle sales inquiries.
- Participated actively during Sales Training provided by brands.
- Received valuable exposures during Entrepreneurship Development Programme conducted by various automobile companies.

FREELANCE WORK

Due to interest in automobile and cars took self initiative to learn the other aspects of car sales like importing of cars, attain knowledge of super luxury cars including their sales process and update about their new launches and possible drives for experience.