

# **RESUME**

**Kuldeep Singh Kushwah**  
**S/o.Shri Narendra Singh Kushwah**

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## ***i. EducationalQualification:-***

<b>COURSE</b>	<b>BOARD/UNIVERSITY</b>	<b>YEAR</b>
1. MBA( PartTime)	Jiwaji University,Gwalior	2001
2. Master in Chemicals Sales & Marketing Management	Jiwaji University,Gwalior	1997
3. B.Sc.(PCM)	Jiwaji University,Gwalior	1993
4. Higher Secondary	M.P.Board,Bhopal	1989
5. AISSCE	CBSE,Delhi	1987

## ***ii. Professional:-***

<b>CONCERN</b>	<b>POST</b>	<b>JOB</b>	<b>PERIOD</b>
<b>1. Tata Motors Ltd.</b>  <b><u>North East RO</u></b> <b>Feb2011–Nov2015</b>  <b><u>Chandigarh RO</u></b> <b>( Tri City,</b> <b>Haryana, Punjab,</b> <b>Himachal Pradesh</b>  <b>Nov2015–Nov2021</b>  <b><u>Madhya Pradesh RO</u></b> <b>Nov2021–Feb2024</b>	<b>Territory Sales Manager</b>	Looked after operation of Pre–Owned Car, Accessories and New Car Retail Business. Managing BTL & Corporate activities. Co-ordination with the new car team to Increase Retails. Accountable for the overall business parameters for the dealerships. Looking after dealership operations on day to day basis, maintain market share, LOB wise growth trend, customer satisfaction, Manpower appointment, training, productivity. Review and guiding Channel partners for revenue generating aspects.	10 <sup>th</sup> Feb 2011 – 24 <sup>th</sup> Feb 2024

<b>2. Automartindia Ltd.(M &amp; M, HDFC &amp; Sah Sanghi Venture)</b>  <b>Currently Known as MahindraFirstChoice</b>  <b>Noida</b>	<b>Strategic Business Unit Head</b> <b>Noida</b>	Looked after complete operation of Noida Outlet Such as Channel development, Buying & Selling of Vehicles, Refurbishment, and Accountability of Profitability of the Dealer. Training & Motivating all the employees to achieve Targets.	25 <sup>th</sup> April 2007 - 15 <sup>th</sup> Dec 2010
<b>3. Automartindia Ltd. (M&amp;M, HDFC &amp; Sah Sanghi Venture)</b>  <b>Currently Known as Mahindra First Choice (Delhi/NCR &amp; Rajasthan)</b>	<b>Manager Sales ( USED CAR)- Delhi</b> Promoted as <b>Territory Manager</b> Rajasthan	Looked after Selling & Purchasing of Certified Used cars, CRM process & Complete operation of the Company outlet. Also managed Profitability of the Dealers as well as for the Company. Working to build up new Channels. Training & Motivating all the employees to achieve their Target.	June '2004 - 20 <sup>th</sup> April 07
<b>4. Tirupati Motors Ltd. (Bajaj Automobile Dealership) – Gwalior</b>	<b>Command Area Supervisor</b>  <b>Showroom Manager</b>	Supervising Sales & Service network of Sub Dealers, SP & LMP's in Gwalior & surrounding Districts.  Looked after Sales Planning and all other activities related to showroom.	March '2000 - June '04
<b>5. Marvel Vinyl's Ltd. (PVC Industry ) Malanpur- Gwalior</b>	<b>Production In-charge &amp; Quality Control</b>	Looked After PVC Production as per the factory guidelines and vendors requirements.  Checking & testing quality of PVC sheet in Lab and inspection machine.	April '1997 - February '2000

**iii. Additional Qualification**

Knowledge of English Typing (Passed from M.P. Board)  
Knowledge of Computer (MS Word, MS Excel, Internet)

**iv. Language Known:- English & Hindi**

**v. Personnel Details:-**

Name : **KULDEEP SINGH KUSHWAH**  
Father's Name : **Shri Narendra Singh Kushwah**  
Date of Birth : **15<sup>th</sup> July, 1978**

## **SELF-APPRAISAL**

1. **Tata Motors Ltd. Worked as a Territory Sales Manager (TMA, TMGA & New Car Verticals)**

Developing and executing **effective sales and marketing strategies** within the designated Geographical Area. Handling sales and **marketing** along with analysis of Competitors data and planning of sales enhancement.

Coordinates with the **sales** team to identify new business opportunities to meet **sales** objectives and cultivate good relationships with customers. Setting **sales** goals for entire team. **Hiring** new representatives, and helping them in sourcing new leads.

Oversee the daily **sales** operations of **sales** representatives that are assigned to a particular geographical area. Analyze data to find the most efficient sales methods. Competitor analysis; Sales reporting and presentation; Account management; Market share growth; Customer retention.

**Discover sales opportunities through consumer research.** Present products and services to prospective customers. Traveling throughout an assigned territory.

Improving the revenue and gaining loyalty while maintaining a steady communication and kinship with the customers. Preparing territory sales and **marketing strategies**. Training and guiding Sales Representatives. Evaluating the team members' performance.

Looked after complete operations of Pre-Owned business of Various Regions. Coordinating with all the TSM's of new car to provide them support to increase the retail nos. Planning and executing activities like Exchange Melas, Pre-Owned Car Melas, and Sunday Bazaars etc.

Appointing, Training and Motivating of all the Sales and procurement Team. Review of monthly Targets and Incentive Scheme for Assured team as well as new car team. Accountable for the Profitability of the Dealerships as well as for the company thru **certified cars** and **Non-certified cars, Warranty, Accessories, and from auction vehicles**.

2. **Automart India Ltd. (NOIDA)** worked as a Strategic Business Unit Head, taking care of all the operations of the Dealership at Noida. Looking after purchasing and selling of certified cars of Noida Outlet, Monitoring the Sales & Procurement team as well as controlling all the Refurbishment Expenses. Building Channel Network for Procurement of Vehicles. Also Accountable for the Profitability of the Dealership. Appointing, Training and Motivating of all the Sales and procurement Team. Monthly Planning Targets and Incentive Scheme for the entire team. Also making tie-ups for Finance & Insurance with various Companies.

3. **Automart India Ltd. (DELHI & RAJASTHAN)** worked as a Manager (Sales), looked after the complete operation of Selling of certified cars as well as monitoring the sales team and CRM process.

Promoted as a Territory Manager, Udaipur (Rajasthan) looked after the complete operation of purchasing and selling of certified cars and also monitoring the franchisee business of Udaipur, Jaipur & Jodhpur Outlets. Recruiting, Training, Motivating the Sales & Procurement team. Giving Approval all the files related to the Procurement. Also Coordinating with the Banks for Finance Disbursal. I have been Responsible for managing the Profitability of the dealerships as well as for the company.

4. **Tirupti Motors Ltd (Bajaj Dealership) -(GWALIOR)** I was entrusted with the job of command Area Supervisor & looking after the Sales & Service activities of Sub Dealers, Service Points & Local Mechanic Panels Located at various Districts in & around Gwalior Region .I have also worked as Showroom Manager and looked after the complete operation of the Dealership.

**Date: 15/05/2025**

**Place: Bhopal**

**Kuldeep Singh Kushwah**