

# SUMIT SHARMA

CHIEF OPERATING OFFICER



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## SKILLS

- Channel Management
- Inventory Management
- Operations Management
- Business Strategy
- Leadership
- Team Management
- Project Management
- Result Oriented
- Sales and Services Expertise
- Accounts Management
- Client Handling
- People Management
- Database Management
- Technical Expertise

## EDUCATION

**M.A. ECONOMICS**

Meerut University

**M.A. HINDI**

Meerut University

**B.COM**

Meerut University

## PROFILE

Over 34 years of rich and diverse experience in Sales/Service and Accounts Operations, Training Sales/After Sales, and Customer Experience Management with well-known organizations.

I am supervising and managing operations for multiple branches and departments across the dealership. Demonstrated abilities to develop and implement strategic plans forecasting sales planning, inventory management (new cars and spares) and financial analysis.

## KEY RESPONSIBILITIES

- Develop and execute operational strategies that enhance productivity, efficiency, and profitability, in alignment with the company's overall strategic goals.
- Lead the operations team, overseeing the sales, services, accounts, and entire operations of the dealership, ensuring that they meet the highest standards of performance and efficiency.
- Collaborate with the executive leadership team to set company objectives, performance metrics, and strategies for operational excellence and growth.
- Drive the implementation of business process improvements, leveraging technology and best practices to streamline operations and improve service delivery.
- Oversee risk management and compliance with all legal and regulatory requirements, ensuring operational activities adhere to industry standards and company policies.
- Develop and maintain strong relationships with key business partners, suppliers, and customers, enhancing the company's market position and operational success.
- Lead, mentor, and develop the operations team, promoting a culture of excellence, accountability, and professional growth.

# TECHNICAL SKILLS

- GDMS
- IIPL
- AUTODEAL
- INCEDIA
- TALLY
- GST

# EXPERIENCE

## **VENUS AUTOWORLD PVT LTD | 2019-PRESENT**

Chief Operating Officer

Authorized Dealer of Ford India Ltd.

## **V GO FORD | 2017-2019**

Chief Operating Officer

Authorized Dealer of Ford India Ltd.

## **NOIDA FORD | 2011-2017**

General Manager (Accounts & Operations)

Authorized Dealer of Ford India Ltd.

## **M.R. HYUNDAI | 2009-2011**

General Manager (Accounts & Operations)

Authorized Dealer of Hyundai Motors India Ltd.

## **EXCEL MOTORS LTD. | 2008-2009**

Assistant General Manager (Accounts & Operations)

Authorized Dealer of Hindustan Motors Ltd.

## **ROHAN MOTORS LTD. | 1995-2008**

Manager (Finance, Accounts & Audit)

Authorized Dealer of Maruti Suzuki India Ltd.

## **DELHI AUTOMOBILES LTD. | 1989-1995**

Senior Accounts Officer

Authorized Dealer of Fiat/Ashok Leyland Ltd.