

Profile

Mechanical Engineer with 25 years of Experience in heading **Automobile Dealerships** out of total Experience of 31 years in varied fields

Articulate planner and strategist for acceleration of growth of the organization

Skills

- Administrator & Marketing Specialist
- Data Analyst
- Visionary
- Well versed in Computer and Presentations
- Motivator
- Team Building & Recruitment
- Team Management

Achievements

- Made FMC Guwahati as Highest selling CV Dealer in December 2010 in Northeast by selling 380 vehicles in a month.
- Awarded FMC Guwahati for Highest Sales, Growth & Best Financial Management & Administration by Tata Motors
- Implemented very strong MIS to streamline all systems & processes for increasing efficiency by optimum utilization of the resources
- Got ISO 9000 certification for Workshop of FMC as first Dealership in Northeast
- Made Jamkash Trucking (Vehicleades Group) as No. 1 Dealer in Jammu in a short span of 3 months by selling 60 vehicles in a month.
- Increased sale in AAA Vehicleades (Vehicleades Group) by 25% in a span of 4 months

Awards and Certifications

- Awarded for Outstanding contribution to Light Truck Business and Declared Born leader by TATA MOTORS LTD.
- Successfully completed the program for Corporatizing the Organisation for Growth conducted by TATA Management Training Centre, Pune

Professional Experience**Self Employed : October 2018 – Till Date**

- I was Self Employed & worked as a Consultant to various companies engaged in manufacturing of Automotive parts & Accessories. Involved in sourcing Manpower & conducting Motivation sessions for them for their Self Development & enhancing their efficiency for maximum output.

French Motor Car Company Ltd. : November 2017 – September 2018 ; Designation - CEO

(Authorised Dealers of Tata Motors Commercial Vehicles)

- Responsible for Profitability & entire functions of the Dealership i.e. Sales, Service, Spares etc.
- Formulating Budget plans with Allocations & Reviewing Annual / Quarterly plans of the company with MD & formulation various strategies for achieving them
- Formulated & Finalized KRA of all the employees to review their performances on Quarterly, Half yearly & Yearly basis through MIS & for Yearly appraisals.
- Recruitment, Retaining & Motivation of Manpower in the company for maximizing their Output
- Managing finances of the company in coordination with Accounts department for effective cost cutting measures, Inventory cost and Optimum utilization of Working Capital / Bank limits to reduce interest costs.

Vehicleades Group : August 2016 – October 2017 : Designation – CEO & ED

- AAA Vehicleades Pvt. Ltd. (New Delhi) : *(Authorised Dealers of Maruti Suzuki)*:
 1. Responsible for profitability of the company at Group level (Malviya Nagar & Mundka)
 2. Responsible for leading all the Business verticals efficiently & effectively to achieve the Organisational Goals – Sales, Marketing, Business Development, Workshops, True Value, Maruti Insurance etc.
 3. Formulated & Finalized KRA of all the employees to review their performances on Quarterly, Half yearly & Yearly basis through MIS & for Yearly appraisals.
- Jamkash Trucking Pvt. Ltd (Jammu) : *(Authorised Dealers of Tata Motors Commercial Vehicles*
 1. Responsible for handling all operations of the company which includes Sales, Spare Parts, Workshop and Finance
 2. Responsible for profitability of the Dealership
 3. Recruitment, Retaining & Motivation of Manpower in the company for maximizing their Output

French Motor Car Company Ltd. : November 2009 – November 2015 : (Authorised Dealers of Tata Motors Commercial Vehicles) : Designation - COO

1. Managing of P & L Accounts as well as driving profitability
2. Counter competition & enhancing TML Market share in our territory
3. Maintaining minimal yet adequate Inventory of Vehicles & Spare parts for availability of funds & to reduce interest burden on borrowed funds
4. Increasing Company revenues from Value added services
5. Developing new processes / avenues & streamlining of existing processes for additional Workshop revenue.

JN Group : April 1997 – November 2009 : (Authorised Dealers of Tata Motors Commercial Vehicles) : Designation - GM

1. Responsible for Marketing of Tata Commercial vehicles & various types of Special purpose bodies as per the customer's requirement.
2. As an Authorised DSA of Tata Motors Finance Ltd. (TMFL) was responsible for vehicle financing after performing Due Diligence of the customers
3. Responsible for Collection of Due / Overdue payments of TMFL & ICICI Bank

I have also worked in Daewoo Power, Mahavir Aluminium, Interarch Building Products, Lloyd Insulations between 1984 & 1997.

Educational Qualifications

A.M.I.E.
Institution of Engineers

Kolkata
October 1987

Post Diploma in Mechanical Engineering
YMCA Institute of Engineering

Faridabad
1980 to 1984
