

Sreedhar Venkidusamy



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1A/16-1, Vaiyapuri Nagar,
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Coimbatore-641107

Education

2015

B.Tech (Mechanical Engineering)
Rajasthan University

2006

Diploma (Computer Science
Engineering)
Nachimuthu Polytechnic College

Personal Details

Date of Birth

01 June 1986

Languages

English, Tamil

Marital status

Married

Passport No

G 4202031

Objective

- ✔ Passionate customer relationship with 16 years of progressive experience. Energetic self-starter and team builder. Manages high stress situations and reaches objectives on time and on budget.
- ✔ Reaches target customers and revenue objectives through targeted strategy and planning.
- ✔ Customer Relationship Manager focused on the customers, successfully contributing to the company's profits by enhancing team efficiency and productivity.
- ✔ Skilled at effective negotiations and upselling techniques. Utilizes strong organizational skills to improve efficiency and lead teams to achieve exceptional sales.
- ✔ Passionate advertising professional experienced in the planning and delivery of high return marketing campaigns. Build proactive networks to build tactical business.

Relevant Skills

- ✔ Promotions planning skills
- ✔ Long term market analysis
- ✔ Sales strategy familiarity
- ✔ Competition and value analysis
- ✔ Product Identification and Market Study
- ✔ Pricing structures knowledge
- ✔ Customer demographics understanding
- ✔ Sales forecasting and Team Management
- ✔ Car sales pack creation
- ✔ Deal closing and Test drive arrangement

Organizational Details

Sep 2023- Dec 2024

Sales Manager at
SGA premium cars India PVT ltd
An authorised dealer for Jeep,Fiat & Citroen

Roles & Responsibilities _____

- ✔ Maintained first-hand knowledge of all vehicle features and specs.
- ✔ Developed and implemented sales plans, including dealership promotions.
- ✔ Approved dealership expenditures and tracked monthly revenue.
- ✔ Maintained database of all vehicle pricing and applicable discounts.
- ✔ Maintained updated database on all available vehicles.
- ✔ Approved vehicle discounts and promotional efforts.
- ✔ Conducting regular team meetings to discuss sales strategies, address challenges, and motivate the team.
- ✔ Coordinating with other departments such as finance and inventory.
- ✔ Collaborates with the marketing team to develop and implement effective promotional campaigns.

May 2023 – Aug 2023

Team Leader - Sales at
LA MAISON CITROEN
An authorised dealer for CITROEN

Roles & Responsibilities _____

- ✔ Developing team goals and objectives.
- ✔ Monitoring team performance and providing feedback.
- ✔ Managing team members and delegating tasks.
- ✔ Resolving conflicts and providing support ,motivating & inspiring the team.
- ✔ Ensuring all team members are aware of their roles and responsibilities.
- ✔ Organizing team meeting, events and activities.
- ✔ Develop strategies to increase team productivity and efficiency.

Organizational Details contd..

May 2021 – April 2023

**Senior Relationship Executive at
M/S S R TRANZCARS PVT LTD**
An authorised dealer for JEEP,
FIAT & ABARTH

Roles & Responsibilities _____

- ✓ Examination of sales data to predict market trends and adapt marketing strategies.
- ✓ Selected distribution channels best suited for customized advertising targets.
- ✓ Establishes clear objectives for marketing initiatives, guiding implementation, tracking and optimization.
- ✓ Enhanced target market reach through tactical social media advertising.
- ✓ Utilizes external sales and promotional teams to maximize campaign reach and revenue.
- ✓ Co-ordinating Off-road Events and Promotions.

Nov 2015 – April 2021

**Senior Sales Consultant at
M/S SGA CARS INDIA PVT LTD**
An authorised dealer for SKODA

Roles & Responsibilities _____

- ✓ Increase brand awareness through increased market penetration.
- ✓ Sharing a deep understanding of the brand and products to maximize sales.
- ✓ Secured new clients through targeted prospecting and networking.
- ✓ Proven products to demonstrate benefits and benefits for prospective buyers and encourage purchases.
- ✓ Prepared quotes with accurate and competitive pricing to drive conversion.
- ✓ Documented orders and easy deliveries as a result of special customer requests to increase fidelity and retention.
- ✓ Participation in sales training and workshops to enhance skills and take advantage of productivity

Nov 2013 – April 2015

**Senior Sales Consultant at
M/S RAMANI NISSAN MOTOR
PVT LTD**
An authorised dealer for NISSAN &
DATSUN

Roles & Responsibilities _____

- ✓ Signed out vehicle keys for test drives, recording customer information accurately for reliable, compliant records.
- ✓ Reviewed sales reports and forecasts to hone in on top-selling models and promote lesser-performing cars. Carried out part exchange appraisals, assessing vehicles closely to provide accurate pricing for customer negotiations.
- ✓ Consistently exceeded KPI targets through exceptional customer service, sales abilities and client retention strategies. Used exceptional communication skills to provide outstanding service throughout customer showroom visits.
- ✓ Coached and mentored junior car sales executives, developing high-achieving sales teams.

Organizational Details contd..

Oct 2007 – Jun 2012

**Senior Sales & Service Manager
at M/S SHREE SAKTHI MOTOR**
An authorised dealer for HERO HONDA

Roles & Responsibilities _____

- ✔ Identified key areas within shop where merchandise displays needed to be fixed and items required restocking. Gave team members support needed for upselling products and services and closing sales with customers.
- ✔ Promoted culture of customer focus, product knowledge and production solutions to build loyal customer base. Checked for quality assurance by monitoring team calls.
- ✔ Collaborated with management and executives and made strategy recommendations based on insights into sales operations. Monitored sales team performance and provided training to help reach targets.
- ✔ Boosted team morale and overall sales volume by creating incentivizing sales contests.
- ✔ Signed out vehicle keys for test drives, recording customer information accurately for reliable, compliant records.
- ✔ Kept showrooms and forecourts immaculately clean and tidy, upholding positive brand image and reputation.
- ✔ Collaborated effectively with service department and porters for smooth vehicle service and handover processes.

Place: Coimbatore

Date: / /2025

(Sreedhar V)