

Name : MANJUNATH.M

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**CAREER OBJECTIVE:**

**Make a positive contribution to the employer organization with my knowledge in Sales and Marketing. Continuously strive for professional excellence with individual satisfaction. And grow along with the company.**

**ATTITUDE:**

- Excellent sales management skills
- Excellent team player
- customer oriented
- Exposure to sales development & achieving targets.
- Excellent interpersonal relationship building skills
- Excellent presentation and communication skills
- Flexible to adapt to any kind of changes in professional environment
- Ability to understand and capture automobile requirements
- dedicative resource
- self-motivated
- can work independently
- efficient resource management

**CAREER SUMMARY:**

1. Organization: TRIDENT AUTOMOBILES PVT LTD  
Designation: SR.SALES CONSULTANT  
Duration : Nov 2015 – JUNE 2019
2. Organization: SIREESH MAHINDRA PVT LTD  
Designation: SR.SALES CONSULTANT  
Duration : JULY 2019 – JAN 2020
3. **Organization:** SURAKSHA NEXA  
Designation: Relationship Manager  
Duration: FEB 2021 to June 2023
4. **Organization:** PAVAN HYUNDAI  
Designation: Team Leader  
Duration: June 2023 to June 2024
5. **Organization:** BELLAD TATA  
Designation: Team Leader  
Duration: July 2024 to till now

- > Supports team manager and performs management duties when manager is absent or out of office
- > Provides encouragement to team members, including communicating team goals and identifying areas for new training or skill checks
- > Assists management with hiring processes and new team member training
- > Answers team member questions, helps with team member problems, and oversees team member work for quality and guideline compliance
- > Communicates deadlines and sales goals to team members
- > Develops strategies to promote team member adherence to company regulations and performance goals
- > Conducts team meetings to update members on best practices and continuing expectations
- > Generates and shares comprehensive and detailed reports about team performance, mission-related objectives, and deadlines

- Provides quality customer service, including interacting with customers, answering customer enquiries, and effectively
- Supports team manager and performs management duties when manager is absent or out of office
- Provides encouragement to team members, including communicating team goals and identifying areas for new training or skill checks
- Assists management with hiring processes and new team member training
- Answer team member questions, helps with team member problems, and oversees team member work for quality and guideline compliance
- Communicates deadlines and sales goals to team members
- Develops strategies to promote team member adherence to company regulations and performance goals
- Conduct team meetings to update members on best practices and continuing expectations
- Generates and shares comprehensive and detailed reports about team performance, mission-related objectives, and deadlines
- Provides quality customer service, including interacting with customers, answering customer enquiries, and effectively handling customer complaints

- generate and qualify leads
- prepare sales action plans and strategies
- schedule sales activity
- develop and maintain a customer database
- develop and maintain sales and promotional materials
- plan and conduct direct marketing activities
- make sales calls to new and existing clients
- negotiate with clients
- develop sales proposals
- prepare and present sales contracts
- generate and qualify leads

- source and develop client referrals
- prepare sales action plans and strategies
- schedule sales activity
- develop and maintain a customer database
- develop and maintain sales and promotional materials
- plan and conduct direct marketing activities
- make sales calls to new and existing clients
- develop and make presentations of company products and services to current and potential clients
- develop sales proposals
- prepare and present sales contracts
- Facilitating human resources processes
- Administering employee health and welfare plans
- Resolving benefits-related problems
- Ensuring the effective utilization of plans related to HR programs and services
- Administering health and welfare plans, including enrollments, changes, and terminations
- Answering employee requests and questions
- Assisting with new employee hiring processes
- Reconciling benefits statements
- Conducting audits of payroll, benefits, and other HR programs, and recommending corrective actions
- Assisting with the performance review and termination processes
- Assisting with the recruitment and interview processes

#### EDUCATIONAL DETAILS

- SSLC FROM ST MARYS HIGH SCHOOL BANGALORE
- PUC FROM RJS BANGALORE KORAMANGALA
- B.COM FROM RJS BANGALORE KORAMANGALA

#### PERSONAL DETAILS:

Date of Birth : 27/10/1993  
 Marital status : married  
 Languages Known : English, Kannada, and Telugu

I hereby declare that the information furnished above is true to the best of my knowledge.

Thanks

Yours faithfully

Manjunath M



Edit with WPS Office

