|  |
| --- |
| **RESUME** |
|  |
| **NAME** : VITHAL RATHOD ( Virat) |
| **DATE OF BIRTH** : 21st Aug 1972 |
| **EDUCATION** : B.E ( MECHANICAL) |
| From Karnataka University in Year -1994 |
|  |
| **PERMANENT ADDRESS** : H-NO-5, Sheetaldham, Hoshangabad Road, |
| Bhopal (Madhya Pradesh) |
| **MAIL ID** : vithalrathod6@gmail.com |
| **CONTACT NO** : 7225962125 |
| **LANGUAGES KNOWN** : Read, Write & Speak |
| English, Hindi, Marathi, Kannada & Telugu |
|  |
|  |
|  |
| **EXPERIENCE** |
|  |
| ***Working With*** |
| ***General Manager – Sales***  ***Since – January-2025***  ***Auto Car Junction***  ***Bhopal***  ***A Used Cars Dealer.***   * ***Car Sales & Deal Closing*** * ***Inventory Management*** * ***Target Achievement*** * ***Dealer Profitability*** * ***Refurbishment*** * ***Finance & Payment*** |
| |  |  |  |  |  |  |  |  |  |  | | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | | |  | | --- | | ***General Manager - Sales*** | | ***Jagdish Automobiles***  ***A Tata Car Dealer in***  ***Indore***  ***Airport Road & Depalpur***  ***July 24 to December 24*** | | * *Sales Plañning PV & EV* | | * *Target Achievement* | | * *Customer Satisfaction,* | | * *Fund’s Planning* | | * *Hospitality & Soft Skill.Training.* | | * *Upcountry Sales* | | * *Sales Volume of 70 & above.* | | |
| ***Win Win Automobiles,*** |
| ***May -2019 to June-2024– 5 Years*** |
| ***General Manager (Sales / Service)*** |
| ***Looking after Renault & Mahindra*** |
|       *Customer Support,* |
|       *Business Development,* |
|       *HR Practices* |
|       *Training & Counseling* |
|       *Administration,* |
|       *Corporate dealing,* |
|       *Process Implement, Productivity* |
|       *Profitability.* |
|       *Monthly Review* |
|       *Counselling & Analysis* |
|       *Measurement of Performance of Staff* |
|       *Making Strategies & Action Plan* |
|       *Management Information System* |
|       *Fund’s Management.* |
|  |
|  |
| ***S K Wheels Pvt Ltd*** |
| ***A Leading Maruti Suzuki Dealer - Mumbai***  ***(Jan -2017 to April-2019) 2.5 Years*** |
| ***AGM (Sales )*** |
| ***(Show Room, Corporate& Inbound )*** |
| * *Handling Team of 5 Team Leaders with 4 DSE's.* |
| * *Responsible for Corporate Sales,* |
| * *Inbound Calls & Show Room Sales.* |
| * *Sales Training (Car Sales& Finance)* |
| * *Responsible for Sales target Achievements,* |
| * *Continuous improvement on Sales Process,* |
| * *Allotment & Invoice Planning,* |
| * *Making Sure Customer is satisfied in Overall Sales Process.* |
| * *Booking Target of 150 Vehicles* |
| * *Retail Target of 125 Vehicles* |
|  |
| ***G-3 Motors Pvt Ltd.*** |
| ***Dealer for Mahindra Cars*** |
| ***Kandivali- Mumbai.*** |
| ***Sales Manager & SalesTrainer (Dronacharya)*** |
| *(March* ***-2014 to Dec - 2016) 2 Year.*** |
|   *Sales Initiation & Retail Planning* |
|   *Soft skill & Technical Training for Sales Team.* |
|   *Customer Satisfaction* |
|  |
| ***Fortune Cars Pvt Ltd,*** |
| ***Andheri. Mumbai.*** |
| ***A Tata Motors Dealer (PCBU)*** |
| ***Sales Manager (Tata & Fiat Products)*** |
| *(****Dec-2008 to Feb-2014) 6 Years*** |
| * *Responsible for the Customers Satisfaction in Sales,* |
| * *Follow up of the enquiries on daily basis&Sales Process.* |
| * *Conducting Morning Meetings with Sales Team & Planning.* |
| * *Technical Assistance to the Customers as well the team.* |
| * *Follow up of PDQCTC with S.A’s & helping the Sales Executives in closing the Sales deal.* |
| * *Responsible for the Idea-7 Audits.* |
| * *Conducting Internal Training on Auto Basics, Process, Demo Skills & SSI,* |
|  |
| ***SHUBH MOTORS****.* |
| *A Newly started* ***Maruti Suzuki Dealer*** |
| ***in Jabalpur M.P.*** |
| ***G.M- Service.*** |
| ***(March -2006 to Nov 2008) 2 Years.*** |
| * *Installation of complete workshop including Bodyshop,* |
| * *Installation of 2 post lifts,* |
| * *Paint booth, & other equipments.* |
| * *Recruitment of Sales & Service Manpower* |
| * *Training of entire Sales & Service team.* |
| * *Handled the Sales of 50 & Above Retails,* |
| * *Service flow of 450 Cars* |
|  |
| ***MECHMEN MOTORS.*** |
| ***Dealer for TATA MOTORS- Bhopal.*** |
| ***CAR Dealer & TELCON – Construction Equipment Dealer for M.P*** |
| ***Service Manager (Telcon) for Entire M.P.*** |
| ***(Dec -2004 to Feb 2006) 2 Years.*** |
| * *20 Service Engineers Reporting* |
| * *Service Appointment of Machines as per the Schedule.,* |
| * *Allocation of Service Engineer for On Site Servicing.* |
| * *Arrangement of the Parts to be reached on Site* |
| * *Training of entire Sales & Service team on Machines* |
| * *Handled 150 Nos Excavators & Back-Hoe Loaders,* |
| * *Service Reporting to Telcon and Service Claim &* |
| * *Warranty Claim Submission on Monthly Basis. .* |
|  |
|  |
| ***MAHARASHTRA*** |
| ***STEEL FABRICATORS.*** |
| *Powai, Mumbai* |
| ***Projects Manager ( Fabrication)*** |
| ***(March – 1994 to Nov – 2004)*** |
| ***Ten & Half years****.* |
|    *Fabrication of Vertical Storage Tanks for Hindustan* |
| *Petroleum at Kandla Port,* |
|   *Horizontal Storage Tank in Ujjain Railway yard,* |
|  |
|   *Installation of Fire Fighting systems at RCF Ltd Alibaug,* |
|  |
|    *MIDC Mahad & Abu Road, Rajasthan.* |
|  |
|   *Handled a Team of more than 100, including Fitter,* |
| *Welder etc. Successful commissioning done all over.* |
|  |
|  |
| YOUR'S TRULY |
|  |
|  |
| VITHAL RATHOD |
| 7225962125 |
|  |