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|  **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 |
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| **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***
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|  ***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.*
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| ***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.* |
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| ***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*
 |
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| ***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*
 |
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| ***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. .*
 |
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| ***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.* |
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| YOUR'S TRULY |
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|  |
| VITHAL RATHOD |
| 7225962125 |
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