

Zeeshan Shaikh

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Professional Summary

Dynamic and result-oriented Sales Executive / Business Development professional with more than 4 years of experience in the pre-owned car industry. Skilled in client relationship management, business growth strategies, car evaluation, and end-to-end sales processes. Proven ability to exceed targets, negotiate effectively, and deliver excellent customer service.

Work Experience

Sales Executive / Business Development

AutoXchange Pre-Owned Cars

■ Andheri (W), Mumbai | Nov 2020 – Jul 2025

- Drove sales growth by generating leads, converting prospects, and closing deals in the pre-owned car market.
- Conducted car valuations, prepared offers, and assisted customers in making informed purchase decisions.
- Built and maintained strong relationships with clients to ensure repeat business and referrals.
- Negotiated with customers to achieve maximum profitability while ensuring customer satisfaction.
- Supported dealership promotions and marketing initiatives to enhance visibility and attract new clients.

Education

Bachelor of Management Studies (BMS) – Marketing
Clara's College of Commerce, Mumbai | 2022

Key Skills

- Sales & Business Development
- Client Relationship Management
- Negotiation & Closing Deals
- Car Valuation & Market Analysis
- Lead Generation & Conversion
- Customer Service Excellence

Languages

- English (Fluent)
- Hindi (Fluent)
- Marathi (Conversational)