



ABHISHEK MISHRA

CONTACT

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🇮🇳 Indian

SKILLS

- Manpower Management, Training & development Retail and corporate sales Customer Service Marketing, Planning, Budgeting IT Skills - Microsoft office and TALLY 9

LANGUAGES

- Bengali, Hindi, English

OBJECTIVE

Seeking position in a growth- oriented organization that offers an excellent Potential for professional and personal excellence, where my knowledge, skills Experience, positive attitude, can be best utilized for mutual growth. I am a very quick learner.

PROFESSIONAL EXPERIENCE

SENIOR SALES CONSULTANT

Channelpaly Limited (Apple Products) . Kolkata | 03/09/2012 - 10/10/20

Maintaining customer control sheets.
Preparing daily, weekly and monthly sales report(team wise)
Handling a team of 22 (Sales and support)
Monitoring target in vehicle sales.
Planning for outdoor activities to increase vehicles sale.

BRANCH HEAD

SWG CAR WORLD (Maruti Suzuki Dealership). Durgapur and Bolpur | 02/07/20 - 07/06/21

Oversaw daily operations of the branch, ensuring adherence to company policies and financial targets. Managed a team of staff, providing guidance and fostering a collaborative work environment. Developed strategic plans to enhance customer service and drive business growth while monitoring performance metrics.

SALES MANAGER

Pinnacle Honda . Asansol & Kolkata | 03/08/21 - 10/10/23

Oversaw sales team operations, developing and implementing strategies to achieve sales targets. Monitored performance metrics, conducted training to enhance team skills, and fostered relationships with key clients. Analyzed market trends to identify new opportunities and collaborated with marketing to drive product promotion.

GENERAL MANAGER

Gopal Speed World . Barpeta Assam | 15/10/23 - 15/12/24

Preparing daily, weekly and monthly sales report(team wise)
Monitoring target in vehicle sales and service
Planning for outdoor activities to increase vehicles sale.
Team Handling

TSE

Tata Motors Limited . Guwahati | 17/12/24 - present

Dealer Sales Management
Dealer Relationship & Support
Market Development & Business Growth
BTL activities planning
CRM & Reporting
Customer & Channel Engagement

EDUCATION

B.COM.

Calcutta University . Kolkata | 2006 - 2009