

CURRICULAM VITA

Manoj Kumar Sharma
Grave yard, near hanuman mandir,
Kota Jn. (Rajasthan):324002
Mob: +91-9694188666 / (WhatsApp)
E.-mail: manojsharma240@gmail.com

CAREER OBJECTIVE

To become as successful professional in the Management and to work in corporate world and to get to the height of success.

ACADEMIC QUALIFICATION

Examination	Institute	Board/University	Year of passing
B. Com	Commerce college, kota	Kota university, Kota	2009-10
MBA	VMOU KOTA	Vardhman open university	2012-2016

COMPUTER PROFICIENCY

Tally, DTP, M.S. Office, Internet, All banking application, DMS etc

WORK EXPERIENCE: -

Currently working as CEO (COO) with PPS Automotive group / AMPL As a COO for the MG Motors Dealership at Udaipur 20 July 2025 till date

- Ensure overall profitability both in sales and service & parts. Take care of P&L of the dealership and development of channels
- Look after day-to-day updates from the MG to draw strategies that will improve sales and brand image in market.
- Identify new avenues along with the Sales Manager and monitor business growth.
- Planning and identifying new business opportunity for the growth of dealerships.
- Ensure ethical operation standards within the dealership and the assigned territory.
- Getting business with financiers / banks arranging activities in different areas for the retail of new and old cars with good finances rates and fast closures.
- Monitoring of sales team daily Field activity, trainings, Incentives, Claims / exchange / finances scheme etc
- Making vehicle order as per the demand of team and market and take care of banking inventories .
- Motivating and building a strong team to meet the customer expectations and customer demand
- Reviewing the performance of the team and taking corrective measures so that company KPI are maintained
- Ensure manpower retention through training & other engagement activities Support customer care initiatives.
- Providing training to all sales team on monthly base updating and weekly quiz on technical and feature updates in coming products. weekly motivational section, grooming, customer handling, new upcoming process.
- Looking after all service parameters / Team Handling / Service parameter to provide customer full satisfaction in all areas.

Worked with HDFC Bank in Agri Finance vertical on Manager post at Chittorgarh from May 2024 to July 2025

- > Responsible for all sales activity and development of business from the rural area. assigned (Chittorgarh, Bhilwara, Udaipur, etc)
- > **I am handling a team of 2 sales consultants & taking care of 3 branches for the Agri LAP/ KCC/ MSME funding, AIF**
- > Helping Team fulfill their targets getting good sourced file educating about the products.
- > Brief them the present market scenario and role and responsibility and training to team for the upcoming products
- > **Providing customers with financial solutions through our bank and sale our products like KGC, CC&OD, FDOD, Rural LAP, MSME, Life Insurance / Medical policy.**
- > **Aim to Achieve monthly targets in Rural Swaran (GOLD loan CC/ OD) Agri LAP and Insurance (Life & Medical)**
- > Preparing all loan sanctioning formalities before and after. Rotation of given money on time. Look after the recovery of all due installment and non- starter case / NPA cases
- > **Educating the VLE / DSA vertical about the product and get lead from these verticals and help them to achieve more business as I created a good network of VLE / DSA vertical of CA and professionals to generated business.**

***Achievements: - Done highest Insurance policy & Medical policy / And done first and Highest gold OD in the cluster**

**Worked with KIA motors (Dealership) Galaxy Auto Wheels Pvt Ltd on the post of General Manager (Sales).
From 01 June 2019 to till date.**

- Ensure overall profitability both in sales and service.
- Look after day-to-day updates from the KMI Team to draw strategies that will improve sales and brand image in market.
- Identify new avenues along with the Sales Manager and monitor business growth.
- Planning and identifying new business opportunity for the growth of dealerships.
- Ensure ethical operation standards within the dealership and the assigned territory.
- Getting business with financiers / banks arranging activities in different areas for the retail of new and old cars with good finances rates and fast closures.
- Monitoring of sales team daily Field activity, trainings, Incentives, Claims / exchange / finances scheme etc
- Making vehicle order as per the demand of team and market.
- Motivating and building a strong team to meet the customer expectations and customer demand
- Reviewing the performance of the team and taking corrective measures
- Ensure manpower retention through training & other engagement activities Support customer care initiatives.
- Providing training to all sales team on monthly base updating and weekly quiz on technical and feature updates in coming products. weekly motivational section, grooming, customer handling, new upcoming process.
- Looking after all service parameters / Team Handling / Service parameter to provide customer full satisfaction in all areas.
- Handling of Total staff 200 Plus (Both Sales 70 / Service 130)
- Day to day interaction with the financier in all the areas getting the best ROI for the customer support
- Looking after Kota / Bundi / Baran / Sawai-Madhapur / Jhalawar etc areas and enforcing the team in this area for increasing the sales
- Helping team to get exchange deal close with proper valuation to the customer as we not having exchange out let we get it exchanged internally.
- **Get the exchanged cars retail to the customer direct from the outlet processing their loan process,**
- **valuation of vehicle and getting them delivery with proper process and complete documentation.**

Achievements: - won Award from KMI (KIA MOTOR) for the best dealership and Highest scoring on all parameters for the 2 years.

Won Best GM award a contest by kia Rolling trophy was announced

won foreign trip under the contested announced by the kia for all the GM in north.

Appreciation from KIA for the highest exchange penetration and liquidation.

Worked with HDFC BANK LTD on the post of Relationship Manager (Agri Retail) From 14 March 2016 to 30 May 2019

- > Responsible for all sales activity and development of business from the rural area.
- > I am handling a team of 4 sales consultants (On roll) and 3 off roll.
- > Helping them fulfill their targets getting good sourced file educating about the products / Field Knowledge.
- > Brief them the present market scenario and role and responsibility and training to team for the upcoming products
- > **Providing customers with financial solutions through our bank and sale our products like KGC, CC&OD, FDOD, Rural LAP, MSME, Life Insurance / Medical policy.**
- > **Aim to Achieve monthly targets in Rural Swaran (GOLD loan CC/ OD) Agri LAP and Insurance (Life & Medical)**
- > Aim to get desired target from team Having reporting of all the Off role kec and on roll staff
- > Preparing all loan sanctioning formalities before and after. Rotation of given money on time. Look after the recovery of all due installment and non- starter case / NPA cases
- > Process of legal notice with help of legal team on tehsil level process of Cheque bounce u/ 138 , RODA notice etc .
- > Sale more and more products to existing customers. Deal in all kind of product so that bank can earn more and more profit customers and their need and facilities.
- > **Key Areas:** - Done highest Auto Loan in assign area, good aware of all the system process
- > Deal in products like two-wheeler, Four-Wheeler, Commercial Vehicle, Tractor,
Done Highest recovery of NPA and non-Starter cases during my work period and maintained health portfolio achieved award and appreciation from my seniors.

> Working in a Evergreen Motors (Mahindra) on the post of Sales Manager Joined on 17 March 2013 to 7 march 2016

(Deal in luxury cars like XUV 500, Scorpio SsangYong Rexton). (Experience 3 Years) (Team Handling)

- > Responsible for all sales activity and development of channels created in adjoining areas.
- > I am handling a team of 30 sales consultants under me and three branch managers.(Bundi ,Baran,Jhalawar)
- > Helping them fulfill their targets.
- > Brief them the present market scenario , products , features , feedbacks and lead conversion tricks
- > Providing customers with financial solutions through our bank partners.
- > Aim to get desired target. Dealing products are XUV500, Sangyong Rexton, scorpio etc.
- > Looking after the all 3 branches. Executive and branch manager review, customer follow-up and their satisfaction and planning for in sales strategy.
- > Making monthly Target sheet, setting executive wise Target, Making their Performance sheet on monthly bases.
- > Handling Team Size members are 35 + persons
- > Provide them the On-Field Training.
- > Help the Sales Team to completing the (Closing) deal.

•**Providing training to all sales team on monthly base updating about the new coming product feature etc**

Special Responsibility: - Deal in all financial problems with customer providing them with best option in finance and full fill their all documents needs and formalities for finance, Signature formalities. Deal with our business partners SBBJ, SBI, HDFC, ICICI, Mahindra Finance, AU finance etc.(All Products)

> **Worked in a Kamal Auto Hyundai on the post of Assistant Sales Manager.** (Join in 2011)

Deal in luxury cars like Santa fee, Verna Elentra. **Experience (3 Years) (Team Handling)**

- > Responsible for all sales activity.
- > I am handling a team of 28 sales consultants under me and three (3) Branches.
- > I help them fulfill their targets Supporting them as a trainer. To gain the vast knowledge on field with examples and theories.
- > Brief them the present market scenario. Providing them with the training briefing then about new products feature and coming competitor products in market
- > We help the customers by giving them financial solutions through our bank partners, planning for the month targets and activities for sales promotion etc.
- > **Providing training to all sales team on monthly base updating about the new coming product feature etc**

➤ **Worked with Chandra Toyota. Join on Feb 2007 to Jan 2011(Team Leader handling 12 Executive).**

Deal in Products Like Fortuner, Innova Toyota Corolla Altis, **(Experience 4 Years) (Team Handling)**

- > Looking after all finance formalities and documentation.
- Dealing in both Hatch back / Sedan (small 2 Box and 3 Box cars) & SUV Segment's vehicle.
- Also responsible for overall development of Sales Executives.
- Handling Team Size members are 12 + persons.
- Provide them the **On-Field Training how pitch product and what product by understanding his needed to a customer according to its need.**
- **Help the Sales Team to completing the (Closing) deal.**
- Handling the Kota & other joining area , Monitoring of Daily follow ups to Customer, Managing Sales Team and their activities on daily bases

Award and Skill

- * 2nd runner up from Rajasthan in sales Skill Contest organized by Hyundai India Motor ltd.
- * Attended all the training programs arranged by the HYUNDAI INDIA MORTOR LTD. And won prizes on every contest
- * Win a prize from Zonal level contest organized by Mahindra And Mahindra ltd. As all the SUV training / sales skill meets are attended and get certified,
- * Win a ! prize from Zonal level (Rajasthan) contest organized by Mahindra And Mahindra ltd **Hamse Badhkar Kaun Contest .**

- * Plant visited by me Hyundai Motor india ltd, Mahindra & Mahindra
- * I performed very well as a Sales Manager and as a trainer to for the Dealer.

Professional Qualification: -

MBA (Marketing and finance)

PERSONAL PROFILE

Father name : Sh. Surendra Pal Sharma
Date of Birth : 02 September 1987
Language Known : English, Hindi & Punjabi
Hobbies : Music, Reading, & Games
Nationality : Indian
Marital Status : Married
Passport : available
Height : 5'8

DECLARATION

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

Date:

Place:

(Manoj Kumar Sharma)