

RESUME

AMIT SHRIVASTAVA

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Morar, Gwalior

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Objective

Intend to build a career in leading corporate environment with committed and dedicated people who will help me to explore myself fully and realize my potential. Willing to work as a key player in challenging and creative environment.

Professional Experience

Current – Prem Vehicle PVT LTD (Authorized dealer of JCB) Agra (U.P)

Designation Sales Head

- To Handle the Team of JCB Backhoe loader.
- To Handle the Team of JCB Excavator and Telehandler (Heavy line)
- Provide guidance to sales representatives in their assigned duties.
- Identify selling strategies and opportunities to increase revenue.
- Evaluate current sales processes and recommend improvements.
- Monitor and Maintain Dealership PMI Score.
- Monitor and Maintain Vehicles Stock liquidation.
- Liasoning with Financers for Timely payments of delivered Machines.
- To Pressurize and Motivate the team for achieve Monthly Sales Targets.
- To Maintain the Excellent Relationship with key customers and visit Personally.
- Weekly Review Meeting with team and deeply monitor Sales pipeline.
- Liasoning with JCB team for price support and other supports for sales.

(April.2023 to March2024) - **Spirited Motor Vehicles Limited (Mother Son Group)**

(Authorized Dealer of Bharat Benz) Agra (U.P)

Designation Operation Head (Branch Head)

- To Handle 9 Districts
- Plan and assign daily workload to sales team.

- Provide guidance to sales representatives in their assigned duties.
- Identify selling strategies and opportunities to increase revenue.
- Evaluate current sales processes and recommend improvements.
- Monitor and Maintain Dealership PMI Score.
- Monitor and Maintain Vehicles Stock liquidation.
- Liasoning with Financers for Timely payments of delivered vehicles.
- To Pressurize and Motivate the team for achieve Monthly Sales Targets.
- To Maintain the Excellent Relationship with key customers and visit Personally.
- Weekly Review Meeting with team and deeply monitor Sales pipeline.
- Liasoning with DICV (Daimler) team for price support and other supports for sales & service.

2 Years 2 Month (Jan.2021 to March. 2023) In NRL TRUCKERS (Authorized Dealer of Ashok Leyland Commercial Vehicles) Agra (U.P)

Designation

GM Sales

- To handle 9 Districts
- Plan and assign daily workload to sales team.
- Evaluate performance of sales team and provide appropriate feedback.
- Provide guidance to sales representatives in their assigned duties.
- Response to escalated customer complaints in a timely manner.
- Develop new sales techniques for business growth and profitability.
- Identify selling strategies and opportunities to increase revenue.
- Evaluate current sales processes and recommend improvements.
- To Monitor and Maintain Dealership PMI Score.
- To Monitor and Maintain Vehicles Stock liquidation.
- Liasoning with Financers for Timely payments of delivered vehicles.
- To Pressurize and Motivate the team for achieve Monthly Sales Targets.
- Weekly Review Meeting with team and deeply monitor Sales pipeline.
- To Maintain the Excellent Relationship with key customers and visit Personally.
- Liasoning with AL team for price support and other supports for sales.

6 Years 10 Months (Feb. 2014 to Dec. 2020) S.G.S Motors, Gwalior

(Authorized Dealer of TATA MOTORS Commercial Vehicle)

Designation**Dealer Sales Manager ILCV Department**

- Work for market development of Tata trucks and buses.
- Achieving the monthly target volume & monthly sales targets.
- Handling and controlling sales team to achieve the target.
- Coordinate to all NBFC's for financing.
- To maintain the excellent relationship with key customers.
- Monitoring all the activities for profitable sales.
- Allocation of the required vehicles to customer.
- Report submission to CRM on daily basis.
- Follow up for recovery and collections of over dues.
- Follow up of financiers for timely payment.

**Shriram Automall India Ltd. In Manesar, Gurgaon Delhi (NCR) (Subsidiary company of SHRIRAM TRANSPORT FINANCE CO. LTD.) from Oct. 2012 to Jan. 2014.
Delhi NCR & Uttarakhand**

Designation**Regional Manager (Used Vehicles)**

- Work for market development of used vehicles
- Work with customer from the construction, transport, agriculture, auto and mining sector
- Analyzing the true value of pre-owned vehicles, purchasing vehicles & driving sales efforts
- Achieving the monthly target volume & monthly sales target.
- Handling & controlling sales team to achieve the target
- Handling Engineering Dept. for Refurbish All vehicles
- Coordinate to all NBFC's for Retail target & Financing
- To maintain the Excellent relationship with Transports and key customers
- Monitoring all the activities for profitable sales & service in the region
- To decide the valuation price for used vehicles.
- To arrange the approval of related stfc branches for Refurbishment work.
- To arrange the Auction for used vehicles.

1 Year (Sep.2011 to Sep. 2012) Shriram Automall India Ltd. (Subsidiary Company of Shriram Transport Finance Agra (U.P.) & Uttarakhand

Designation**Territory Manager**

- Work for market development of used vehicles
- Analyzing the true value of pre-owned vehicles, purchasing vehicles & driving sales efforts

- Achieving the monthly target volume & monthly sales target.
- Handling & controlling sales team to achieve the target
- Handling Engineering Dept. for Refurbish All vehicles
- Coordinate For all NBFC' s for Retail target & Financing
- To maintain the Excellent relationship with Transports and key customers
- Monitoring all the activities for profitable sales & service in the Territory
- To decide the valuation price for used vehicles.
- To arrange the Auction for used vehicles.

4 Years 8 Months (Dec. 2006 to Aug. 2011) S.G Motors, Gwalior

(Authorized Dealer of TATA MOTORS Commercial Vehicle)

Designation

Dealer Sales Manager

- To Maintain the Excellent Relation with Key Customer.
- Allocation of the Required Vehicle to the Customer.
- To have liaison with financers for funds.
- Responsible For All Activities of Merchandising.
- Heaving good command to team handling.
- To Report Timely to the Organization on Daily Basis.

1 Years and 5 Months (July 2005 to Nov. 2006) S.G Motors, Gwalior (Authorized

Dealer of TATA MOTORS Commercial Vehicle)

Designation

Sales Executive

- To Maintain the Excellent Relation with Key Customer.
- Allocation of the Required Vehicle to the Customer.
- To have liaison with financers for funds.
- Responsible For All Activities of Merchandising.
- To Report Timely to the Organization on Daily Basis.

2 Year and 2 Month (April 2003 to June. 2005) Shri Krishna Motors Gwalior

(Authorized Dealer of FORCE MOTORS)

Designation

Sales Executive

- To Maintain the Excellent Relation with Key Customer.
- Allocation of the Required Vehicle to the Customer.
- To have liaison with financers for funds.

- Responsible For All Activities of Merchandising.
- To Report Timely to the Organization on Daily Basis.

Education

- B. Com. 2001 Jiwaji University Gwalior

Professional Qualification

- MBA

Skills

- Having very good command over corp. client handling.

IT Skills

Proficient in **MS Windows XP, MS Office (word, power point, excel,) Internet browsing and SIBEL ...etc...**

Additional Qualification

- **PG Diploma of material management from AIIMS Chennai**
- **Office assistant Course from Bhartiya vidya bhavan's**

Area of Interest

Proficient in working with:

- Admin.
- Coordination (Back-End).
- Sales
- Services

Interests

Reading News Paper, Playing Cricket, Traveling & Computer

Personal Details

- Father's Name: Mr. S.K Shrivastava
- Date of Birth: 28.07.1980.
- Permanent Address: 96 Aditya Nagar, Near C.P Colony, Morar Gwalior (M.P)
- Gender: Male
- Nationality: Indian
- Status: Married

Declaration

I hereby declare that all the information mentioned above is true and correct to the best of my knowledge and belief.

Amit Shrivastava