**K.P.SATHISH KUMAR**

Email:k.p.sathish1982@gmail.com

Hand Phone: +91 9344547244

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**Objective:**

Organized, detailed-oriented, personable, hard-working, ambitious person with 20+ years of experience, in Automobiles domain, in search of a position that will utilize my skills.

**Skills:**

Sales & Negotiation, MS-Excel, customer relations, team communications, Product Knowledge, Database Management, PowerPoint, Public speaking, Leadership and Motivation & basics of MIS but a fast leaner in software.

**Work Experience:**

**Sri Lakshmi Auto Enterprises India Pvt Ltd**

**Feb** 2023 – Till Date

Designation: Manager - Sales

**Responsibilities:**

* Oversaw the entire car sales branch, with emphasis on employee development, profitability,  growth, and customer service.
* Held daily, weekly, and monthly meetings and training sessions to help branch employees reach their full potential.
* Met the customers face to face and holding sales discussions with them. Represented the company at trade exhibitions, events, and demonstrations.
* Followed­-up with inbound telephone inquiries, walk­in prospects, and emails inquiries.
* Demonstrating vehicles to customers, including taking them for drives
* Representing the company at trade exhibitions, events and demonstrations.
* Attending the training and sales meetings offered by the dealership and Manufacturers

**Reference:**

**Srinivasan-+91 9150042409 (General Manager Sales)**

**Ahaan Automobiles Andaman Pvt Ltd**

Jan2021 – Jan2023

Designation: Manager - Sales

**Responsibilities:**

* Oversaw the entire car sales branch, with emphasis on employee development, profitability,  growth, and customer service.
* Held daily, weekly, and monthly meetings and training sessions to help branch employees reach their full potential.
* Met the customers face to face and holding sales discussions with them. Represented the company at trade exhibitions, events, and demonstrations.
* Followed­-up with inbound telephone inquiries, walk­in prospects, and emails inquiries.
* Demonstrating vehicles to customers, including taking them for drives
* Representing the company at trade exhibitions, events and demonstrations.
* Attending the training and sales meetings offered by the dealership and Manufacturers

**Reference:**

**Anandbabu - +9 9789882286 (AREA SALES MANAGER NISSAN INDIA PVT LTD)**

**Soudarshini Valves Pvt Ltd**

May 2018- Apr2020

Designation: Manager - Sales

**Responsibilities:**

* Oversaw the entire sales, with emphasis on employee development, profitability, growth, and customer service.
* Held daily, weekly, and monthly meetings and training sessions to help branch employees reach their full potential.
* Met the customers face to face and holding sales discussions with them. Represented the company at trade exhibitions, events, and demonstrations.
* Followed­-up with inbound telephone inquiries, walk­in prospects, and emails inquiries.
* Demonstrating the product to customers, including taking them for drives
* Representing the company at trade exhibitions, events and demonstrations.
* Arranging the sales meetings & training offered by the dealership and Manufacturers

**Reference:**

Boopathy- 88382 87964 (General Manager)

**Shanti Motors, Pallikaranai, Chennai**

May 2015- 3 Aug 2018

**Responsibilities:**

* Taken care of total showroom sales
* Taken care of multiband showroom sales
* Created a sales team which is more focused of customer care and customer satisfaction
* Preparing daily sales report and coordinating with area sales manager (Hero motocorp) on daily basis.
* Taking care of multiband showroom sales and promoting slow moving products
* Taking care of day to day sales process, R t o process &delivery process in the showroom
* Looking after transit damages &coordinating with the insurance company for claimed payment
* Created a team for activity and achieved targets and got appreciation from Honda officials
* Preparing leakage analysis of the showroom walk-in customers
* Taken care of customer complaints and solved in various situations

**REFERENCE:**

**Mr.KamalBhora, Managing Director**

**9566103111**

**Southern Auto Centre. Nandanam, Chennai**

May 2012- April 2015

Designation: Manager (Institutional Sales)

**Responsibilities:**

* Taken care of total showroom sales
* Taken care of multiband showroom sales
* Created a sales team which is more focused of customer care and customer satisfaction
* Preparing daily sales report and coordinating with area sales manager (Hero motocorp) on daily basis.
* Taking care of multiband showroom sales and promoting slow moving products
* Taking care of day to day sales process, Rto process &delivery process in the showroom
* Looking after transit damages &coordinating with the insurance company for claimed payment
* Created a team for activity and achieved targets and got appreciation from Honda officials
* Preparing leakage analysis of the showroom walk-in customers
* Taken care of customer complaints and solved in various situations

**REFERENCE:**

* 1. MR.CLEMENT SURESH-MANAGER SALES-9940101808

**Maansarovar Honda. – Velachery, Chennai**

MAR 2010 – to APR 2012

**Designation: Manager (sales)**

**Responsibilities:**

* Preparing daily sales report and coordinating with area sales manager (Honda) on daily basis.
* Taking care of multibrand showroom sales and promoting slow moving products
* Taking care of day to day sales process, Rto process &delivery process in the showroom
* Looking after transit damages &coordinating with the insurance company for claimed payment
* Created a team for activity and achieved targets and got appreciation from Honda officials
* Preparing leakage analysis of the showroom walk-in customers
* Taken care of customer complaints and solved in various situations

**Achievements:**

* Being appreciated and awarded as the best new dealer of Tamil Nadu for promoting the slow moving products and being in first 3 positions throughout the first financial year.

**Concorde Motors (100% Subsidiary Company of Tata Motors)**

AUG 2008 to MAR 2010

**Designation: Team Leader (Indica Personal Use)**

**Responsibilities:**

* Guided more than 7 team members to achieve their targets
* Taken care of outdoor activities and selling more no of IndicaXeta (the slow moving product in Indica variant)
* Taken care of day to day sales process, Rto process &delivery process in the showroom
* Look after transit damages &coordinating with the insurance company for claimed payment
* Taken care of customer complaints and solved in various situations

**Achievements:**

* Been awarded by the management as the best sales team for selling highest no of slow moving product and accessories

**Southern Auto Center (Hero Honda) – Chennai**

JUNE 2003 to JULY 2008

**Designation: Network Manager (Sales)**

**Responsibilities:**

* Taken care of total showroom sales
* Taken care of multibrand showroom sales
* Created a sales team which is more focused of customer care and customer satisfaction

**Achievements:**

* Been awarded as the best sales performer for consecutive 3 years2003 to 2005

**REFERENCE:**

* 1. MR.CLEMENT SURESH-MANAGER SALES-9940101808

**Education Qualification:**

DAE (DIPLOMA IN AUTOMOBILE ENGINEERING) from SRM COLLEGE OF ENGINEERING - APR 2003

**Technical Qualification:**

* MS OFFICE

**Personal profile:**

Father’s name: K.PALANI

Date of Birth: 31ST OCT 1982

Language Known: Tamil, English, and Hindi

Sex: Male

Address: NO: 5D, PRABHA GARDEN

KOLLAPAKKAM, PORUR

Chennai – 600116

Religion: Hindu

Nationality: Indian

Marital Status: MARRIED

Reference:

Family:

Father

K.Palani - +91 73059 18757

Brother

K.P.Hari Haran - +91 99620 20234

Friend:

BoopathyBalasubramanian - +91 88382 87964

I hereby declare that the above information’s are true according to best of my knowledge and belief and I assure that I will work with sincerity.

Place: Chennai Yours Sincerely,

Date:

**K.P.SATHISH**