

V.K. CHAUDHARY

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CAREER OBJECTIVE

Performance oriented Sales Leader offering exceptional records of achievement over 17 years of career. Tenacious manager with strategic and analytical approach to solving problems, bringing in customers and accomplishing profit targets. An innate ability to connect with customers has helped me thrive in these environments, where I have been able to boost sales and strengthen brand loyalty by providing quality service.

KEY SKILLS AND COMPETENCIES

- Strong organizational and team managing skills.
 - Having vast knowledge and experience in customer handling and strengthen sales through it.
 - Performance tracking and evaluations.
 - Sales techniques.
 - Strong expertise in presenting reports and communicating to clients.
 - Contract negotiations.
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ZEDEX TATA (AUTHORISED DEALERSHIP FOR TATA CARS)**APRIL 2024 to till date.**

- Working as a General Manager Sales.
- Directly reported to VP Sales, handling team and their sales targets and reports .
- Handling 6 Team Manager and 38 sales consultant.
- Responsible for monthly and annually targets for the organization.
- Liabilities and Responsibilities taking care of stock and floor funding.

M.R. HYUNDAI (AUTHORISED DEALERSHIP FOR HYUNDAI CARS)**MARCH 2021 to MARCH 2024.**

- Working as a General Manager Sales.
- Directly reported to MD Sir, handling team and their sales targets and reports .
- Handling 3 Team Manager and 15 sales consultant.
- Responsible for monthly and annually targets for the organization.
- Liabilities and Responsibilities taking care of stock and floor funding.

M.R. HYUNDAI (AUTHORISED DEALERSHIP FOR HYUNDAI CARS) Apr 2017- June 2020**AGM– Sales**

- Directly reported to GM Sales, handling team and their sales targets and reports .
- Managed revenue models, process flows, and operations support and customer engagement strategies.
- Maintained vehicle order process for the team and individual, planned sales activities to grow more opportunities and boost sales numbers.
- Drove team sales targets by handling team and selling individually.

M.R. HYUNDAI (AUTHORISED DEALERSHIP FOR HYUNDAI CARS) May 2015 – Apr 2017

Manager – Sales and Finance

- Responsible for team handling and individual targets.
- Improved sales processes to streamline customer acquisition and onboarding strategies..
- Created effective strategies to target new segments after researching and analyzing competitor behavior.
- Monitored customer buying trends, market conditions and competitor actions to adjust strategies and achieve sales goals.
- Coached employees in successful selling methods and encouraged cross-selling to drive revenue.

M.R. HYUNDAI (AUTHORISED DEALERSHIP FOR HYUNDAI CARS) September 2011 – March 2015.Team Leader

- Handling team and responsible for team targets.
- Managing sales enquiries for the team and closely monitored the performance of team individual.
- Helping team members on the cases through negotiations and closures.
- Monitored customer buying trends, market conditions and competitor actions to adjust strategies and achieve sales goals.

ROHAN MOTORS – MARUTI SUZUKI October 2009 – September 2011

Sales – Consultant

- Used consultative sales approach to understand customer needs and recommend relevant offerings.
- Maintaining sales enquires and database with sales follow ups.
- Demonstration of vehicle and test drives as a part of sales process.
- Achieved top performance by strategically adapting to rapidly changing, competitive environment.

J.B. HONDA – HONDA TWO WHEELER April 2007 – September 2009

Sales – Consultant

- Used consultative sales approach to understand customer needs and recommend relevant offerings.
- Maintaining sales enquires and database with sales follow ups.
- Demonstration of vehicle and test drives as a part of sales process.
- Achieved top performance by strategically adapting to rapidly changing, competitive environment.

EDUCATIONAL QUALIFICATION

- Matriculation in the year of 1999.
- Intermediate in the year of 2001.
- Graduation in the year of 2005.
- Diploma of computer in the year of 2006.

PERSONAL INFORMATION

- Father's name - Shri c.n. chaudhary
- Date of Birth - 21-01-1984
- Nationality -Indian
- Religion -Hindu
- Sex - Male
- Marital status - married
- Languages known -English and Hindi.
- Hobbies -Reading books & Listening Music.
- Strength -Ambient, punctuality.
- Weakness -Can't left a work assigned half done.
- Believes in -Smart work rather than hard work.

DECLARATION: - I hereby declare that all the information given above are true and to the best of my knowledge

VIKASH KUMAR CHAUDHARY

