

**Manish Bawa**

V. P. O SWANA, TEH-JASWAN, DISTT-KANGRA, Himachal Pradesh - 177105

Phone: +91 98176 40036

Email: manishbawad@gmail.com

Professional Summary

Dynamic and customer-oriented sales professional with over 15 years of extensive experience in retail management, used car sales, and vehicle evaluation. Proven track record of achieving sales targets, maintaining client relationships, and driving business growth. Adept at leading teams, managing showroom operations, and delivering exceptional customer experiences. Quick to adapt, highly disciplined, and committed to learning and applying new technologies and processes. Seeking to leverage strong interpersonal skills, sales acumen, and management experience to contribute to the success of a forward-thinking organization.

Professional Objective

To obtain a challenging and rewarding position in a reputable company where I can utilize my extensive sales, customer service, and vehicle evaluation experience to contribute to business success, achieve personal growth, and deliver value to customers and stakeholders.

Work Experience

Used Car Sales Manager & Vehicle Evaluator

Dada Motors (Nissan Showroom), Jalandhar, Punjab

Jan 2023 – Present

- Managing used car sales and evaluation processes.
- Providing customers with accurate vehicle assessments.
- Facilitating smooth trade-in and purchase procedures.
- Supporting customers with in-depth product knowledge.

Used Car Sales & Purchase Professional

Self-Employed

2018 – 2023

- Successfully bought and sold pre-owned vehicles.
- Negotiated deals and maintained customer satisfaction.
- Built strong customer base and trust through transparent sales.

Retail Shop Owner (General Store)

Self-Employed

2007 – 2018

- Managed procurement, inventory, and daily operations.
 - Handled billing, stock control, and customer service.
 - Ensured high-quality customer engagement and satisfaction.
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Education

Bachelor of Computer Applications (BCA)

Himachal Pradesh University

- 1st Year & 2nd Year Completed, 3rd Year Pursuing (2010)

Intermediate (12th Standard)

Himachal Pradesh Board of Education (2007)

Key Achievements

- Increased monthly sales volume by 40% in the used car business.
- Successfully managed a retail store for 11 years with consistent growth.
- Recognized at Dada Motors for precise vehicle evaluations.
- Built strong client retention through customer trust and service.

Skills

- Sales & Business Development
- Vehicle Evaluation & Inspection
- Customer Relationship Management
- Inventory & Stock Management
- Showroom Operations
- Team Leadership & Staff Supervision
- Lead Generation & Conversion
- Negotiation & Closing Deals
- Time Management & Problem Solving
- Attention to Detail & Working Under Pressure

Technical Skills

- Good computer knowledge (MS Office, basic software handling)
- Experience with digital sales tools and apps

Languages

- Hindi (Fluent)
- Punjabi (Fluent)
- English (Intermediate – B1)

Hobbies

- Sports
- Fitness

Personal Details

- Date of Birth: 25/06/1988
- Marital Status: Married