

apoorvepandey15@gmail.com

9893447915

Indore 452001

Skills

- Presentation Skills
- Analytical skills
- Ability to work in team& Motivate team members
- Business Planning

Education and Training

Master’s Degree

MBA

DAVV Indore

Bachelor Degree

B.Sc

Vikram University Ujjain

Selling Skills & Management:

Marketing

NIS SPARTA

New Delhi

Career Achievements

- **Star Sales Consultant Award Awarded by Bajaj Auto in the year 2002 from M.P**

Apoorve Pandey

Summary

Exposure in SALES, MARKETING, TRAINING
CUSTOMER CARE in AUTOMOBILE Sector.

Customer-Oriented, Strategic- thinking sales Management
Professional successful in cultivating partnerships , retaining
top accounts and growing profit channels. Multi-tasking and
self – motivated leader with expertise in expanding network.
Well-versed in implementing pricing models.

Experience

SADGURU HONDA- General Manager

Dewas April 2023 currently working.

- Motivating Sales Consultant to Achieve Monthly & Yearly Target
- Assisting senior management in developing long term strategic Goals for the dealership growth.
- Managing daily operation of sales including Administration.
- Developing and implementing sales strategies.
- Providing technical support to customers when needed

SATGURU SKODA – UPCOUNTRY SALES HEAD

INDORE March 2021 to FEB 2023

- Motivating sales consultant to achieve Targets.
- Conducting road shows Demonstrations, in the Territory.
- Cold Calls to generate Enquiries.
- Analysing competitive data.
- Engaged in direct selling activities & close the deal.
- Identifying potential new market.
- Training & Orientation programs for new sales employees

BETALA FORCE- GENERAL MANAGER SALE

Indore Aug 2013 to Feb 2021

- Planning and Developing **long** term & short term goals.
- Motivating sales manager& consultants to Achieve targets.
- Paying close attention to daily operations.
- Explaining policies & Procedures of the dealership to employees.
- Focusing on any customer complaints that department managers Are unable to rectify taking steps to resolve these complaints.

SANGHI BROTHERS TATA MOTORS- NETWORK MANAGER

Indore Sep 2008 to July 2013

- Motivating sales Manager to achieve sales targets.
- Individual and joined sales call.
- Conducting road shows in the assigned Territory.
- Cold calls to generate Enquiries.
- Training staff to deliver high standard of customer service.
- Responsible for overall growth of the assigned branches.

SOJATIA BAJAJ- TEAM LEADER

Indore July2000 to August 2008

- Responsible for Achieving Individual and Team Targets.
- Conducting Activities, Road show to generate Enquiries .
- Responsible for promotion of Products in corporate sector.

- **Secured Third Position In Regional Level Sales Manager Competition from MP West Dealer Zone Conducted by HMSI Feb 2024.**

- **Languages- Hindi & English**

- **Hobbies and Interests**
Music & Long Drives

Personal Information

- Father's name- Mr S.K. Pandey
His Designation- Branch manager Retired
- Mother's name- Mrs Maya Pandey
Her Designation- Lecturer Retired
- Spouse name- Mrs Saradwati Pandey.

DISCLAIMER

I hereby Declare that all the information above is correct in my Knowledge.

Apoorve Pandey

