



SUNIL KUMAR

Senior Sales Executive

Contact

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Skills

- Business growth initiatives
- Customer Relationship Management
- Skilled in utilizing CRM software
- Collaborative negotiation techniques
- Expertise in product features and benefits
- Achievement-focused strategy
- Strategic issue analysis

Skilled in building customer relationships and understanding customer needs. Strong communication and interpersonal skills for providing superior customer service.

Self-motivated outside sales professional experienced in both technical and non-technical, fast-paced team environments.

Relationship building and closing expert.

Work History

2021-09 - Current	<div>Senior Sales Executive</div> <div>BMW Motorrad (Lutyens Motorrad), Naraina, New Delhi</div> <ul style="list-style-type: none">• Found new customers through cold calling, referrals, and social media.• Managed walk-in and online leads, followed up regularly to convert into sales.• Explained product features, financing options, and after-sales services.• Coordinated with the marketing team to support promotions and events.• Achieved monthly and yearly sales targets consistently.• Handled customer queries, complaints, and ensured satisfaction at all stages.
2018-04 - 2021-09	<div>Brand Champ</div> <div>Royal Enfield (EssAar Motors), Kotla Mubarakpur, New Delhi</div> <ul style="list-style-type: none">• Promoted Royal Enfield motorcycles and accessories in the local market.• Conducted test rides, customer demos, and detailed product presentations.• Built and maintained strong relationships with customers and local biking groups.• Organized and supported local customer rides, events, and meet-ups to boost community engagement.• Worked closely with the finance team to help customers with loan and insurance processes.• Generated leads through field visits, showroom walk-ins, and digital enquiries.• Met monthly sales targets consistently through proactive follow-up and closing techniques.• Provided support on documentation, registration,

- Cross-functional team support

Personal Details

Date of Birth: 05/05/1996

Languages

- English
- Hindi
- Punjabi

2016-02 -
2018-04

Diploma Engineer Trainee (Sales And Purchase)

Global Autotech, Greater Noida, India

- Assisted in **sales and purchase operations** for automotive components.
- Coordinated with suppliers for **material procurement, price negotiation**, and timely delivery.
- Maintained records of **purchase orders, vendor details, and stock levels**.
- Supported the sales team in preparing **quotations and order follow-ups**.
- Worked with the accounts team on **billing, payments, and documentation**.
- Helped monitor **inventory movement** to ensure production requirements were met.
- Interacted with vendors and customers for **order status updates and issue resolution**.

Education

2017-01

12th: English

National Open School

2015-01

Diploma

Jodhpur National University

2012-01

10th: English

Kendriya Vidyalaya

Certifications

2014-03

Airports Authority Of India - Electrical & Mechanical Systems(EURO-II & MPFI SYSTEMS)

2023-08

Maruti Suzuki (Bagga Link Motors Ltd) - Industrial Workshop Training