

# NADEEM AHMAD

Roorkee, Uttarakhand 247667

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Managerial career opportunity where I can enhance my skills, capabilities, and to contribute to the growth of the firm. Ready to learn, and looking for a dynamic position where my technical and interpersonal skills can be utilized and further developed. I always excelled in my leadership skill and group leading activities, according to me being a social animal if we are not good at our communication skill then we don't stand anywhere in the competition. Exceptional communications skills to listen to each customer's needs and make helpful recommendations.

- Thorough understanding of all aspects of sales, including marketing, promotions, and incentives.
- Compelling leadership skills.
- Motivational style.
- Comprehensive organizational and communications skills.
- Vast understanding of auto financing procedures and guidelines.
- Substantial auto sales procedures and marketing strategies. Willing to relocate: Anywhere

## WORK EXPERIENCE

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### SALES MANAGER, Ayush Datsun



Ayush Motors - Roorkee,  
Uttarakhand December 2019  
Present

- Determines annual unit and gross-profit plans by implementing marketing strategies; and analyzing trends and results.
- Implements area sales programs by developing field sales action plans.
- Completes area sales operational requirements by scheduling and assigning employees; and following up on work results.
- Maintains professional and technical knowledge by attending educational workshops, reviewing professional publications, establishing personal networks, and participating in professional societies.
- Contributes to team effort by accomplishing related results as needed.
- Maintained updated database on all available vehicles.
- Approved vehicle discounts and promotional efforts.
- Maintained database of all vehicle pricing and applicable discounts.
- Monthly review on unapplied credits and preparation of final summary with action plan and report to management.
- Verification of Vendor Invoices, Vendor payments.



### FINANCE MANAGER

#### RENAULT ROOKEE

November 2018 to August 2019

- Met customer needs consistently, closely discussing each person's needs and how best to meet each one's.
  - Convince the customer to finance their car from us and trained the staff for that.
  - Finance target must achieve so that incentive came more, and the company remained in profit.
  - Finance related queries and their solution and disburse the on time.
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## **SALES CONSULTANT**

### **RENAULT ROOKIE**

October 2016 to October 2018

- Worked with sales team to collaboratively reach targets, consistently meeting or exceeding personal quotas.
- Used consultative sales approach to understand customer needs and recommend relevant offerings.
- Implemented up-selling strategies, encompassing recommendation of accessories and complementary purchases.
- Conducted on-site product demonstrations to highlight features, answer customer questions and redirect concerns toward positive aspects.
- Evaluated inventory and delivery needs, optimizing strategies to meet customer demands

## **EDUCATION**

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### **P.G.D.M (Baseness Management)**

Birla Institute of Management Technology, (Pursuing)

### **B. Arts (Economics, Geography, English)**

H.N.B Garhwal University, 2018

### **XII (P.C.M)**

Uttarakhand State Board Education, 2013

### **X (Science)**

Uttarakhand State Board Education, 2011

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## **SKILLS / IT SKILLS**

- Leadership
- Planning and scheduling
- Interpersonal and communication skills
- Social integration
- Ability to work with a wide variety of people
- Sales and marketing
- Ability to take criticism lightly
- Customer handling
- Staff leadership and direction
- Customer relation management
- Event organization
- Public speaking
- New product launch presentation

## **I.T SKILLS**

- MS Office (Word/Excel/PowerPoint), MS Outlook, Window 7/ XP/10 and Internet Applications.
- Digital Marketing.

## **Training Courses:**

### **Collaborative Workplace- Sep 2019 – Dec 2020**

- 1 Build greater self-confidence.
- 2 Strengthen people skills.
- 3 Enhance communication skills.
- 4 Develop greater flexibility.
- 5 Develop communication skills within a team.

## Personal Details

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**Date of Birth** : 10th Dec 1995  
**Marital Status** : Unmarried  
**Permanent Address** : Rampur, Roorkee Uttarakhand 247667  
**Language Known** : English (Very Good command in writing and speaking)  
Hindi (Mother tongue) & Urdu  
**Nationality** : Indian

**I hereby declare that the above-mentioned details are true to the very best of my knowledge and belief.**

Date:

Place: Roorkee

(Nadeem Ahmad)