|  |
| --- |
| **MD.Yaseen**  **Mobile: +91 9398006746,9963599086,**  **E-Mail: yaseen.liquimoly@gmail.com**  **Summary**  **Hard working and energetic Techno commercial Sales Manager and top-rated sales associate with more than 10 years’ experience. Skilled at leading technical and commercials of Lubes and Detailing Products sales to consistently achieving aggressive goals**. |
|  |
| **Highlights**   * **Strategic sales growth** * **Client Relationship Building** * **Strong marketing Skills** * **Exceptional computer and internet skills** * **Building coordination between clients and Dealer network.** * **Company liaison and contract negotiations**   **Work Experience**  **SERVICE MANAGER Hero Honda Show Room (Raja Rajeshwara Motors. (2007—2010)).**  **Role:**   * Interacting with customers and understanding vehicle issues and potential repairs. * Leading Technical team towards targeted sales. * Organize work records and file reports. * Order accurate amount of parts and supplies to maintain necessary inventory     **SAI SERVICE (MARUTI) as a Business Development (2010-2011).**   |  | | --- | | **Role:** |  * Explaining vehicle features, controls, accessories and benefits to customers * Leading Sales team towards targeted sales and coordinating with CRM Team. * Assisted customer with all vehicle features and prepared all required paperwork * Maintained and implemented all sales technologies and maintained all sales logs and tracked same * Organizing Events and sales promotions for new launches. * Participated in sales training sessions and meetings as per sales schedule * Monitored dealership inventory on everyday basis and forecasted monthly objectives for all car sales activities |
| **AREA SALES MANAGER ( FUCON TECHNOLGOIES LTD ) (LUBES & CAR CARE PRODUCTS) 2012-2018** |
| **Role:**   * Working towards strategic growth of area sales. * Building Dealer network. * Negotiating and executing contracts for Detailing services with car and bike dealerships. Attaching executed contracts to nearby Fucon Dealers.   **AREA SALES MANAGER (ELVI BARDAHL INDIA PVT LTD) (LUBES & CAR CARE PRODUCTS) 2018 to 28th Aug 2019**  **Role:**   * Building client and dealer coordination to ensure quality service. * Maintaining regular sales records of OEM approved services for ORC. * Promoting retail sales with coordinating with dealer network. |
|  |
| **TECHNICAL SKILLS** |
|  |
| **Computer skills : Operating Systems : windows 2000 Series** |
| **Tools : MS Office, PDF**  **Internet Skills : Browsers IE, Firefox and Chrome** |
|  |
|  |
|  |
| **PERSONAL DETAILS** |
| Date of Birth : 01-09-1982.  Father Name : MD Abdul Ghani.  Marital Status : Married.  Languages Known : English, Hindi, and Telugu.  Nationality & Religion : Indian, Muslim.  Present Address : H.NO:-1-7-57/2, ‘A’ Colony  Substation, Mubarak Nagar,  Ramagundam(MDL), Dist:-Peddapalli  PIN: 505208 (TS) |
| **DECLARATION**  I hereby declare the above-mentioned information is correct up to my knowledge and I Bear the responsibility for the correctness of the above mentioned particulars.    **MD.Yaseen** |
|  |
|  |