

# AKSHIT G

## SKILLS

- ✓ Analytical & Aptitude Skills
- ✓ Teambuilding and Training
- ✓ Dealership Management
- ✓ Online Lead Management and Conversions to Sales
- ✓ Interpersonal & Communication Skills
- ✓ Leadership

## ACADEMIC DETAILS

BE MECH | AMCEC | VTU – 2018

72%

II PUC | SKCH PU College | KPUC – 2014

85%

10<sup>th</sup> Std | SKCH | ICSE - 2012

87%

## CAREER ACHIEVEMENTS

- ✓ Shortest time taken for lead generation to conversion in industrial sales.
- ✓ One of the youngest person to work as a channel sales specialist under an OEM.
- ✓ Constant target achievement of target for a period of 8 months.
- ✓ Responsible for training dealership consultants and manager for sales of high-end products (Alturas G4 and XUV500).
- ✓ Highest conversion ratio for lead allotted to sale, for a quarter.

## OBJECTIVE

Seeking a leadership job in the automotive industry that would employ my experience into sales as well as sales management and my technical knowledge, to enhance the overall performance of an organization



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## WORK EXPERIENCE

- ✓ Currently working as a Technical Sales Engineer with GVM Engineering Solutions Pvt Ltd. Responsible for Sales in the South Region.
- ✓ Previously worked as an Experience Manager with Mahindra&Mahindra. Responsible for online lead management and channel sales for three dealerships pan Karnataka

- ✓ Responsible for maximum utilization of digital aids to help provide sale pitch and smoothen the conversion the process.

## ACADEMIC ACHIEVEMENTS

- ✓ Received 'Best Student Award', from ISTE, Students Chapter 2017 – 18.
- ✓ Received 'Best Outgoing Student Award' of AMCEC 2017-18 batch.
- ✓ Represented college team in 'National Go-kart Design Championship', conducted by ISNEE at Kari Motor Speedway, Coimbatore. We stood 42<sup>nd</sup> out of 106 teams.
- ✓ Led a team comprising of students from different engineering colleges & participated in 'Elite Karting EK-15', held at Bhopal. Team won overall 3<sup>rd</sup>, along with Best Design & Best Build Quality Award.
- ✓ Completed internship at Toyota Kirloskar Auto Parts, Bidadi & GVM Engineering Solutions Pvt Ltd as 'Sales Intern'.
- ✓ Initiated SAE Collegiate Club at AMCEC & currently the Student Chairperson for the same.
- ✓ Applied for the patent for 'Non-conventional Go-kart Chassis' and 'Advanced Automated Prosthetic Limb'.
- ✓ Published a paper about Lateral G-force reduction in various national conferences. The same was selected for Asia Oceania System Engineering International Conference.

## EXTRACURRICULARS

- ✓ Worked as a part time dance instructor in 1234 Dance & fitness academy.
- ✓ Won prizes in various dance competition during my school & college days. Involved in core team for AMCEC fests.
- ✓ Selected by 'Volkswagen Motorsports India' as a Race driver for 'Vento Cup R 2016'.
- ✓ Organized 'Bengaluru Drag Fest 2017', along with Team46 Racing Community, at Taneja Aerospace, Hosur.
- ✓ Currently standing 4<sup>th</sup> out of 18 teams in a series-based Endurance Karting, organized by Prudent Motorsports.
- ✓ Completed a program held by TVS Racing Training School at MMRT track for their one make championship.
- ✓ Recently toured solo to South India covering 3000+kms in 6days, on a CBR 150R

## **DECLARATION**

I hereby declare that the above furnished information is true to the best of my knowledge.

Date – 12<sup>th</sup> January 2019

Place - Bengaluru