

Objectives

Secure a responsible career opportunity to fully utilize my training and skills, while making a significant contribution to the success of the company.

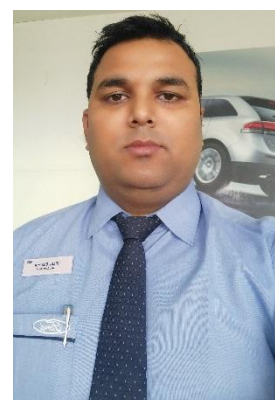
Experience

VICKY SHARMA

India : +91-9934484703 / 9304149562

Flat No-105, Phase-2, Platima Dream City,
AsangiAdityapur Industrial Area,
SaraikelaKharsawan. Jamshedpur, Jharkhand,
India.

Email: Vicky.sharma.5494@gmail.com



Dec 2021 – till date | Assistant Sales Manager
BEBBCO Motors Pvt Ltd | Toyota Car Dealer-Automobile Industry.

Apr 2014 – till date | Team Leader
Jayshree Ford | Ford Car Dealer-Automobile Industry.

Jan 2013 – Mar 2014 | Team Leader
Utkal Automobile | Mahindra Car Dealer-Automobile Industry.

- Manage the operation and admin.
- Leading and motivation team members.
- Manage team performance.
- Training and support to team members.
- Daily report to reporting Manager.
- Continue following with existing customer to keep relation better.
- Daily morning and evening meeting with team member.

Experience

2008 Jan-2010 Aug Citi Bank Sales Officer Loan Department | **Sep 2010–Dec 2012 | Sales Executive**
Bhalotia Auto | Mahindra Car Dealer-Automobile Industry.

- Follow company plan and sales strategy, including advertising and customer relation.



- Follow internal communications and awareness of corporate direction, mission, aims and activities.
- Maintaining and developing relationships with existing customers via meetings, telephone calls and emails.
- Visiting potential customers for new business.
- Making accurate, rapid cost calculations, and providing customers with quotations.
- Negotiating the terms of an agreement and closing sales.
- Recording sales and order information and sending copies to the sales office.
- Reviewing your own sales performance, aiming to meet or exceed targets.
- Understood the requirements of the customer and demonstrate car according their convenience.
- Interacted with customer queries and problems.
- Understood the customer budget of buying vehicle and the requirements and accordingly showcased them vehicle appropriately.
- Explain cars features and working status both on the showroom and on test drives.
- Developed and implemented new strategies to increases sales of the store
- Making new customer by existing customers.
- 2008-2010 citi bank loan department.
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Skills:

<u>Business Development</u>	<u>Managerial</u>	<u>Personal</u>
• Competitor Intelligence	Commercial Orientation	Leadership
• B2B Sales	Report Writing	Professionalism
• Market Research	Technical Aptitude	High Motivated
• Developing New Business	Problem Solving	Can Handel Stress
• Client Retention	Clint Management	Always Pro-Active
• Lead generation	Quick Learner	Well organized

Education

- Passed matriculation from **National Institute council** in the year of 2010.
- Passed Intermediate from **National Institute council** in the year of 2012.
- Passed Diploma in Mechanical **Birsa Technical Institute** in the year of 2014.

Personal Details

Father Name : Birendra Sharma

Date of Birth : 20.02.1989
Nationality : Indian
Marital status : Married
Religion : Hindu
Language Known : English, Hindi, Bangla & Bhojpuri

Passport details

Passport No : U8274086 Place of issue : Ranchi, Jharkhand
Date of issue : 07/10/2021 Expiry date : 06/10/2031

License details

License No : JH05/2014/0077685 Place of issue : JHARKHAND
Date of issue : 27.03.2014 Expiry date : 26.03.2034

Signature

Vicky Sharma

Date

02.02.2022