

# *Navneet M. Ahire*

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**Career Objective:** - To be sincere to my job for which I will be selected and devote full time to the assigned responsibility Seeking a suitable position as Sales Executive and Marketing and Sales related works in a competitive and growth oriented environment where my education, skills and knowledge along with my enthusiasm can be utilized.

## WORK EXPERIENCE:

Organization: Sparemitrr Automobiles Pvt. Ltd.

Duration: August 2023 to till date

Designation: Franchise Sales Manager

Roles & Responsibilities-

- ☐ Getting orders from workshop And Franchise Store
- ☐ Follow up with customers for reorders and new orders
- ☐ Ensure on time delivery of orders and collect payment from customers

## Organization -

**March 2017 to July 2023 with Iradium Automobiles Pvt.ltd -Pune. As a Franchise Sales Manager. (Parts Sale)**

## Job Description:

- Handling Franchise Parts Sales & direct channel sales
- Visiting and generating automobile spare part requirements from Garages and Retail shops.
- Data Collection of Garages and Retailers.
- Undertake Marketing and promotional activities in the respective locations.
- Coordinating with the Management regarding the sales target
- Calling to the customer & visit them
- Visit the customer & give them information of our services.
- Guide the customer about the products specification by understanding their need.
- Achieving the monthly Target.
- Handling area Pune District & Pan India

**Sept'2015 to March 2017 with Ola Online garages services –Pune. As a Field Officer.**

**Company Profile:**

We are a team of enthusiastic young professionals. We are streamlining an unorganized and scattered service industry, in automobile service (Garages) and creating a car-owner focused service industry.

Olagarage.com is India's leading online platform, for four-wheeler servicing, repairing, painting and detailing. Launched in 2015, with a vision to provide online platform and assistance to end users, for accessing Trusted Quality Service at Value Pricing. We have a growing network of Authorized Service Centers, Multi-brand Garages, Stores, Dealers and technicians across India.

VISION - To be one stop Online e-commerce platform for Car service and detailing needs. We aim to build mutual trust and satisfaction among the stakeholders i.e. the garages and the Car owners

**This job profile consists as follows:**

- **Handling Area - Pune , Bangalore, Delhi, Navi Mumbai , Mumbai & Thane**
- **Garages, Mechanic, Retailer, wholesaler & Distributor visit.**
- **Coordinating with the manager regarding the sales target.**
- **Calling to the customer & visit them.**
- **Visit the customer & give them information of our services.**
- **Guide the customer about the products specification by understanding their need.**
- **Achieving the monthly Target.**
- **Collecting the Garages and Mechanic Data**

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**From Jan'2013 To Sept 2015 Nitin Scooter Works (Authorized spares Distributor for Bajaj Auto Ltd) –Pune. As a Sales Executive.**

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➤ **Handling Automotives company & their products as follows: -**

- ⇔ Bajaj Auto ltd
- ⇔ Varroc Engineering Pvt.Ltd.
- ⇔ NRB Bearing ltd.
- ⇔ ISK Bearing ltd
- ⇔ A.K Auto industries (ASK)
- ⇔ Bosch Chassis Systems India ltd.
- ⇔ NGK Spark plug India pvt.ltd
- ⇔ Kusalava Batteries Pvt.ltd
- ⇔ Gabriel India Ltd
- ⇔ Federal - Mogal Goetz India Ltd

**This job profile consists as follows:**

- Coordinating with the manager regarding the sales target.
- Calling to the customer & visit them.
- Visit the customer & give them information of automobile products.
- Guide the customer about the products specification by understanding their need.
- Achieving the monthly Target.
- Collecting the Data.
- Retailer, wholesaler, Distributor & mechanic visit

**Jan'2009 to 25/12/2013 worked with M/s Loha Ispaat Ltd., At Khopoli as an  
Excise Officer**

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**Company Profile:**

*"Loha Ispaat Limited" an established steel processor and service centre since 1985 and presently are placed with Four (4) units in the Taloja - M.I.D.C.region near Navi Mumbai, Maharashtra and one unit located in khopoli - Maharashtra with 20 acres area.*

*"Loha Ispaat Limited" right from its inception, regards Quality standard suiting to Customers requirement, thus achieving satisfied Customers. We at Loha always sincerely appreciate, assess and adopt latest techniques to improve our service Quality. We believe that "Customers are the core of our business; hence our core focus is Customer Satisfaction". Loha Ispaat Limited is equipped with the state of art technology, equipments and excellent infrastructure. Turnover is approximately 1200 crores.*

**This job profile consists as follows:**

**Working Profile: -**

- ⇔ Preparation Excise Bill in Udyog And U-Square Software
- ⇔ Preparation of day book , sale register & purchase register
- ⇔ Familiar with all other computer related works
- ⇔ Day to Day reporting to the head
- ⇔ Also aware of Trading Activities

### Academic Education

B.COM from MUMBAI UNIVERSITY

### IT Skill

⇔ INFORMATION TECHNOLOGY  
M.S.Office, Computer Fundamental Application Computer, Internet Knowledge and ERP

### Other Qualification

➤ Excise Working Knowledge of SAP (ERP) System , Udyog And U-Square Software

### Personal Attributes

⇔ Proven ability to work in a fast-changing environment  
⇔ Team player, Motivator and Hard Worker  
⇔ Planning & Organizing, Knowledge of MIS reporting

### Personal Dossier

⇔ Resi. Address (Pune ) : C2 - 503 Sai Dwarika ,  
Near Vithhal Mandir ,  
Yewalewadi Pune 48

⇔ Date of Birth : 23 rd May, 1985  
⇔ Languages Known : English, Hindi and Marathi  
⇔ Marital Status : Married  
⇔ Gender : Male  
⇔ Strengths : Hard Working, Willing to Learn, Sincere  
⇔ Hobbies : Watching Cricket & Playing Crickets, Listening Music

I declare all the above information is true to best of my knowledge.

PLACE: Pune  
DATE:

Signature  
(Navneet M.Ahire)