**Dushyant Kumar Ref :- s19686**

Current Location: Noida

Mobile No: - 9899629505

Mail id: [dushyantch.2008@gmail.com](mailto:dushyantch.2008@gmail.com)

**CAREER SUMMARY:**

* Having 2.11 years of work experience in sales and marketing.
* 2.5 year experience as a Sales Consultant with **“Capital Automotives Pvt**. **Ltd”** A dealership of   
  **Hyundai Motors,** Sector-18(Noida).
* 6 Month experience with**” World Class Quality Associate Pvt. Ltd “** as a Marketing Executive
* Exceptional communications and interpersonal skills with well developed personnel interaction skills.

**JOB PROFILE:**

• Greeting customers

• Advising customers on products

• Providing the best customer service possible

• Processing returns and exchanges

• Building customer loyalty

• Preparing orders for delivery

• Receive payments

• Telephone customers for tracking and follow-up

• Attract new customers

• Prepare sales contracts

• Manage promotional activities to endorse sales

• Advising customers about the finance scheme

• Prepare document list for finance

• Play the key role between banks and customer

**PROFESSIONAL QUALIFICATION**

* M.B.A. from Manav Bharti university in HR & Marketing in 2012.
* Diploma in Mass Com. from Massco Media Noida in year 2009.
* B.A from CCS University Meerut.

**PROFESSIONAL COMPETENCY:**

* Listening to customer requirements and presenting appropriately to make a sale;
* Maintaining and developing relationships with existing customers in person and via telephone calls and emails;
* Cold calling to arrange meetings with potential customers to prospect for new business;
* Responding to incoming email and phone enquiries;
* Acting as a contact between a company and its existing and potential markets;
* Negotiating the terms of an agreement and closing sales;
* Gathering market and customer information;
* Representing the organization at trade exhibitions, events and demonstrations;
* Negotiating on price, costs, delivery and specifications with buyers and managers;
* Challenging any objections with a view to getting the customer to buy;
* Advising on forthcoming product developments and discussing special promotions;
* Checking quantities of goods on display and in stock;
* Recording sales and order information and sending copies to the sales office, or entering into a computer system;
* Reviewing your own sales performance, aiming to meet or exceed targets;
* Gaining a clear understanding of customers' businesses and requirements;
* Making accurate, rapid cost calculations and providing customers with quotations;
* Feeding future buying trends back to employers;
* Attending team meeting and sharing best practice with colleagues

**COMPUTER PROFICIENCY:**

* Having good Knowledge of MS Office.
* Internet Surfing.

**STRENGHTS:**

* Punctual
* Quick Learner
* Self Motivated

**Personal Detail**

**Date of birth** : 02 may 1984

**Father’s name** : Balbir Singh

**Languages** : Hindi & English

**Hobbies** : Listening Music & Singing

**Marital Status** : Single

**Declaration:**

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

**Place : Noida [Dushyant Kumar]**