KRUTIKA MEHTA

*Email id:krutika.mehta26986@gmail.com*

*Ph. no: +918200948548*

*Savvy sales specialist; natural closer with the talent to turnaround expectations, solidify relationships, and trigger high-volume results*

*Summary*: I am an energetic and hardworking Sales manager with more than 12 years of experience in leading dynamic sales team at fast paced competitive markets. Skilled at leading cohesive sales team to consistently achieving aggressive goals. I am punctual, dependable and can be counted upon to finish what I start.

I understand my customers’ needs. I consider myself reliable, helpful, outgoing, organized honest and cooperative.

*Area of Expertise:*

* Compelling Leadership skills
* Sales Coaching
* Persuasive negotiator
* Social Media Savy
* Internet Sales
* Vehicle deliveries
* Training and development
* Exceptional communication

*Profile Summary:*

* Offering a career of nearly 12 years chronicled by well-earned success in charting out sales & marketing strategies and contributing towards enhancing business volumes & growth and achieving profitability norms
* Rich experience in mapping business needs, identifying new business avenues, and steering product promotion activities for achieving business excellence
* Exceptional capability to identify strengths and weaknesses of business processes and realize sales revenues—even in sluggish market conditions
* Enterprising, extroverted and customer-focused sales leader with a natural capability for building new business and forging loyalty with clients and external business partners
* Motivational management style with a proven history of building, guiding and retaining high-performance teams to develop and implement strategies for accelerated growth

*Professional Experience:*

* Working as Sales Manager in Cartec Honda Naroda Ahmedabad from Aug2015 till present. (What distinguishes Cartec Honda from others is our customer who thrives on experiences rather than status alone. Cartec Honda will not just provide Honda -technology and performance, but also the unique sales and service philosophy)
* Worked as Accessories Manager in Concept Hyundai with an additional responsibility of handling brokerage clients with almost 100% achievement result from 2005 to Oct2014.

Organizational Experience:

Cartec Honda (Sep2015-Present)

Roles & Responsibilities-

* Developing and organizing all the sales activities for the Sales division, and for ensuring that all staff adhere to company policies, procedures, and safety standards
* Explaining Honda vehicles features, controls, accessories and benefits to customers
* Conducting daily and weekly sales meetings with showroom sales staff
* Determining individual and team sales goals
* Ensuring that accurate customer data is kept in administrative databases
* Finding out a customer’s vehicle needs through talking to them
* Arranging for vehicles to be delivered to customers on time
* Establishing and coordinating best practice for the most efficient and effective sales approach
* Running high end sales operations, increasing sales growth & driving sales initiatives for achieving business goals
* Identifying prospective clients, generating business from the existing clientele, thereby achieving the business targets
* Recognizing & developing new streams for revenue growth and maintaining relationships with customers to achieve repeat business
* Managing customer centric operations & ensuring customer satisfaction by achieving delivery & service quality norms
* Mentoring, training and development of the field functionaries to ensure the sales and operational efficiency
* Creating and sustaining a dynamic environment that fosters the development opportunities and motivates the high performance amongst the team members

Organizational Experience:

Concept Hyundai (June 2005-Aug2014)

Roles & Responsibilities-

* Handled the tasks of analyzing Accessories sales, expenses and inventory monthly to achieve goals of profit
* Responsible for developing accessories promotions through various in house sales events
* Developed, enforced and monitored set guidelines for working with customers to ensure customer satisfaction
* Responsible for supervising stock order procedures
* Attended monthly management meetings to review inter-department issues and financial statements
* Worked closely with department managers to create cross sales opportunities
* Tracked stocks, prepared and completed annual physical inventory
* Actively participated in new product launches and to promote latest accessories to our customers

*Educational Qualifications:*

* B.Com from Sahjanand college Ahmedabad Gujrat

*Technical Skills*:

* MS Office
* Latest technologies trends, digital platform and application
* CRM Software-Elite

*Core Competencies:*

* Sales, Marketing and business development
* Product promotion
* Client relationship Management
* Liaison/Negotiation
* Dealer Management
* Market Research /Analysis
* Product knowledge
* Strategic planning
* Team building and Leadership

*Personal Details*:

Date of Birth : 26/09/1986

Marital Status : Married

Languages Known : English, Hindi, Gujrati

Hobbies : Singing, Dancing, Travelling

Address : D-203 Anand crystal flats, behind Nirma

College,Tragad gam Ahmedabad-382470

Submitted with Regards,