

# HARSH GANDHI

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## Education Qualifications

Course/Stream	Year	School/University	Performance
Bachelor of Business Administration(BBA)	2014	Bhawanipur Education Society College (under University of Calcutta)	55.1%
Std XIIth(Commerce)	2011	Bhawanipur Gujarati Education Society School	83.5%
Std Xth	2009	Birla High School	81.5%

## Work Experience

### **Sales Manager-ROYAL ENFIELD dealership-June'15 to present**

- ❖ Established a realistic and aggressive annual sales business plan of the team & individual sales consultants by projecting forecasts and previous trends in business and Analysing and reporting the day-to-day & monthly achievements against plans.
- ❖ Implementing sales promotion programs by developing field sales action plans.
- ❖ Consulting the dealership heads for advertising & marketing initiatives.
- ❖ Creating reports on real time geographic diversification of customers for healthy promotion and expanding sales channels.
- ❖ Organizing road trips with customers to promote brand and dealership.
- ❖ Inventory ordering as per plans.
- ❖ Developing relationship with customers, vendors, and corporates to expand customer database and working closely with team on selling & closing of deals. Provide support with after-sale servicing.
- ❖ Responding to customer complaints and ensure highest level of customer satisfaction.
- ❖ Reviewing and monitoring performance of individual sales consultants.
- ❖ Conducting scheduled training & review sessions for sales team to capitalize on sales efficiencies and ensure motivation and synergistic team efforts.

### **Sales Consultant-NISSAN dealership-March'15 to June'15**

- ❖ Understood automobiles by studying characteristics, capabilities, and features; comparing and contrasting competitive models.
- ❖ Implemented several marketing platforms exploiting multimedia, newspaper, flyers, and communication devices that were used as tools of public outreach.
- ❖ Understanding buyer's requirements and interests; matching requirements and interests to various models; building rapport.
- ❖ Negotiation & closing of 3 deals.
- ❖ Selected for training at regional level.

## Key Skills & Competencies

1. Computer Proficiency: MS Office, Reporting & Database management, Internet savvy, Basics in Photoshop, Audio-Video Editing.
2. Ability to Impact sales
3. Researching, identifying and developing of new sales channels

## INTERESTS & HOBBIES

1. Community Services: Have associated myself independently as well as with various welfare groups. Voluntary services in recognized NGO's.
2. Music and instruments: Playing the bagpipe in a Scottish marching band.
3. Following Social Media and blogs.
4. Sports: Played in Cricket Association of Bengal Under-15(2nd Div) Club cricket tournaments.