

HB

# HIMANSHU BHART

+1 437-973-9886

himanshubhart02@gmail.com

Mississauga, Ontario L4T 2M4

## PROFESSIONAL SUMMARY

---

More than 2 years of experience in Sales, highly motivated in boosting sales of the organization working for and building relationships with client, experienced in cold calling and giving customers definitive results

## WORK EXPERIENCE

---

### Salesperson, The Auto Store Inc, Apr 2024 - Current, North York, ON

- Guiding customers through whole sales experience from showing the vehicle, negotiations and financing process
- Working closely with prime and sub-prime lenders, gathering documents from clients and communicating with representative of lenders
- Developing relationships with customers resulting in referrals and repeat customers
- Assisted customers in selecting the vehicle based on customer's requirements and budget
- In-depth knowledge in using dealertrack
- Using CRM for saving the client's data

### Sales Representative, SDI Marketing, Dec 2022 - Mar 2024

- Manage the entire sales process, from lead generation to closing deals and post-sales follow-up
- Consistently met or exceeded monthly sales targets through effective upselling techniques and product knowledge
- Trained new associates on product features, benefits, and selling techniques to enhance overall team performance
- Participated in team meetings and training sessions to share insights and contribute to a positive team culture
- Demonstrated comprehensive knowledge of credit card features, benefits, and terms to effectively communicate value propositions to customers

### Cable Technician, Bell Canada, Oct 2022 - Current

- Installed, repaired, and maintained cable systems for residential and commercial customers
- Utilized various cable equipment, tools, and software to ensure efficient installation and repair of cable systems
- Troubleshooted and resolved complex issues related to cable systems, including signal loss, connectivity issues, and line interference
- Communicated effectively with customers to understand their needs and provide appropriate solutions

## EDUCATION

---

## SKILLS

---

- Customer Service
- Sales Techniques
- Team Leader
- Communication Skills
- Microsoft Word
- Product Knowledge
- Cash Handling
- Team Collaboration
- Problem Solving
- Microsoft Excel

## LICENSE

---

G License (Clean driving abstract)  
OMVIC licensed

## LANGUAGES

---

English

French (Delf A2)

Hindi

Punjabi