

INGOLE HARSHAL KISHOR
hsg.ingole@gmail.com

+91 9960639510

Highly motivated sales and marketing professional with experience in areas like driving sales through identifying and engaging customer groups, planning & executing strategies and implementing geography-wise sales and marketing activities. Outgoing professional with total work experience of 8+ years and similarly huge network in the market. I seek to achieve a position in a leading organisation wherein I can put my skills to optimum use, learn more & promote my creativity.

PROFESSIONAL SUMMARY

- Have 8+ years of experience in sales and business development.
- Over 3+ years of experience in leading teams and 2+ years of managerial experience.
- Possess excellent communication and interpersonal skills with proficiency in managing sales operations.
- Excellent organizational and interpersonal skills.
- Developed conceptualization and visualization skills.
- Hands on experience in marketing a wide range of Automobile Products.
- Worked closely with dynamic clientele to define and drive strategies and business targets.
- A proactive learner with a flair for adopting emerging trends & addressing industry requirements to achieve profitability norms.
- Possess insight & training experience in identifying the potential market segment for business development.
- Keen communicator with the ability to relate to people across all hierarchical levels in the organization.

EMPLOYMENT BACKGROUND

1] OLA cars

City Head

Duration: Jan2022- May2022

Accountabilities:

- Responsible for west region in Maharashtra region for lead sales, Channel Partners and Procurement for cars.
- Activities include management of P&L of the Area, mentoring, target setting, strategy development, acquisition, client retention and relationship management.
- Analysing potential business, planning and execute strategies to drive sales & finance augment turnover & achieve targets.
- Running expansion projects in surrounding cities and recruitment for expanding the Sales team, Procurement team & Operation team.
- Expanding and concurring new cities for business growth and on boarding channel partners for business growth.
- Ensuring continuous interaction with the customers & teammates to make sure that areas of concerns can be worked upon for improved service levels.
- Creating environment that sustains and encourage high performance, Motivates Teams in optimizing their contribution levels.

2] Girnar Automobiles Pvt. Ltd. –cardekho.com

Duration: April 2021-Dec2021

Team Lead

Accountabilities:

- Organising dealer meetings and client service meets.
- Buyer and seller funnel and improve the efficiencies of both.
- Increasing dealer data base with cars24.com.
- Managing customer handling and after sales services.
- Planning and executing dealer sourcing.

- Responsible for Mumbai, Pune, Nasik, Nagpur, Kolhapur, Aurangabad, in Maharashtra region for lead sales & Channel Partners for Onboarding.
- Leading cars24 with highest numbers on Channel Partners onboarding.

3] Cars24 Services Pvt. Ltd.

Duration: Oct 2019 - March 2021

Key Account Manager

Accountabilities:

- Dealer meetings and client service meets.
- Onboardings to & reactivation of dealers.
- Increasing dealer data base with cars24.com.
- Planning and executing dealer sourcing.
- Responsible for Mumbai, Pune, Nasik, Nagpur, Kolhapur, Aurangabad, in Maharashtra region for lead sales & Channel Partners for Onboarding.

4] KTM Motors.

Duration: May 2018- Sept 2019

Sales Manager

Accountabilities:

- Responsible for Amravati, Akola, Yavatmal, Wardha, Washim in Maharashtra region for sales.
- Activities include management of P&L of the Area, mentoring, target setting, strategy development, client retention and relationship management.
- Driving sales promotions and marketing of automobile products through government and corporate offices.
- Identifying qualified new sales opportunities.
- Consistently monitoring and identifying improvement opportunities.

4] Maruti Suzuki-Nexa

Duration: July 2016 -April 2018

Team Leader

Accountabilities:

- Assist Managers in Sales Strategy Development.
- Developing a healthy pipeline.
- Track market trends, competition, customer's business and allied industries.
- Positioning value driven win-win deals.

5] Girnar Honda Showroom

Duration: August 2014 - June 2016

Sales Executive

Accountabilities:

- Driving sales.
- Generating reports.
- Generating sales need.

EDUCATIONAL QUALIFICATION

- **B.E** In Computer Science appeared.
- Diploma in Mechanical Engineering.
- HSC in Science
- SSC

HOBBIES

- Travelling
- Music

LANGUAGES KNOWN

Marathi, English and Hindi

INGOLE HARSHAL KISHOR