

KULDEEPSINH VARMA

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PROFFESIONAL SUMMARY

Gifted General Manager with excellent team building and leadership abilities honed over career in Automobile industry. Delivers high-quality service and consistent business results with resourceful approach to handling routine and complex challenges. Achieves short- and long-term objectives with successful strategic planning and performance optimization skills.

Dedicated professional with demonstrated strengths in customer service, time management, and trend tracking. Good at troubleshooting problems and building successful solutions. Excellent verbal and written communicator with strong background cultivating positive relationships and exceeding goals.

Dependable employee seeking opportunity to expand skills and contribute to company success. Considered hardworking, ethical, and detail-oriented.

SKILLS

I Loss prevention	I Budget coordination	I Business administration
I Employee training	I Project management	I Performance improvement
I Business management	I Multitasking	I Time management

EXPERIENCE

- General Manager Jan'04 – Nov'21
Maheshwari Bajaj – Morbi, Gujarat, India
 -] Implemented successful training and recognition programs to boost employee morale and reduce turnover.
 -] Deployed solid promotional and budget control strategies to achieve revenue and profit targets.

- › Protected assets, set access policies, and monitored security to structure operations and maximize strengths.
- › Trained high-performing team, managed budgets and set goals to drive business operations.
- › Coordinated vendors and monitored demand to manage and promote special events.
- › Resolved employee, customer, and vendor issues using strong mediation and problem-solving techniques.

➤ **Project Manager** Nov'18 – Dec'21

Sarovar Portico – Morbi, Gujarat, India

- › Monitored project availability and costs to optimize resource utilization.
- › Forecasted requirements and controlled expenses to maintain strict budgets.
- › Oversaw project planning and development, quality control, and final review to control milestones and deliverables.

➤ **Group General Manager**

Navin Okinawa, Morbi, Gujarat, India

Dec'21 – Dec'22

Madhav Vespa, Morbi, Gujarat, India

Madhav Suzuki, Morbi, Gujarat, India

➤ **Sales Officer - 2W Loans**

Mar'22 – Dec'22

IDFC First Bank, Rajkot, Gujarat, India

➤ **Asst. Manager - Export Business**

Jan'23 – Current

Sumarrow Impex LLP, Morbi Gujarat, India

EDUCATION

Bachelor of Science

March 2003

MM Science College, Morbi, Gujarat

AWARDS

Awarded with “Best Managed Dealership in Gujarat” in 2017.

Awarded with "**All Time High Achiever - Oct'2022**" - IDFC First Bank Ltd.