

# LAVLESH KUMAR PANDEY

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## Profile Summary

Currently Working in **YAMAHA MOTOR INDIA** with 4.6 years' experience in PARTS & MOTORSPORTS based at North under Spare Parts division handling for Parts Sales Management & strategy and Planning of Business with a leading organization of repute in Automobile industry.

### Experience: -

➤ **Name of Organization : - Yamaha Motor India Pvt. Ltd**

**Designation : - Executive**

**Duration : - DEC 2014 to Till date**

**Job Profile : - Spare Parts Sales (Parts Sales Management)**

- Meet assigned volume targets within cost budgets. Ensure dealer proliferation of Yamaha Genuine Spares and Yamaha Genuine Lubricants as per strategy.
- Increase Reach by identification of Kam customers in the area to increase Parts / Lubricants proliferation.
- Do potential mapping of the territory and ensure enhancement of Parts/Lube Penetration at Dealer Counters / geographical markets.
- Forecast requirement of spares in the region (for dealer sales) and coordinate with Central Warehouse for supplies.
- Monthly reporting and utilizing the data for planning along with the dealer team.
- Settlement of claims and ensuring No Pendency from the Dealer channel.
- To conduct Periodic audit of dealership of business partners.
- Planning of parts order based on consumption based on consumption trend.
- Initial parts ordering for new models.
- Attending to customer queries on parts requirement.
- Plan & impart training to bring about continuous improvement dedicated manpower ( skill mapping )
- Provide feedback and necessary action /recovery for any parts discrepancies during transit.

### ➤ **MOTORSPORTS**

- A result-oriented professional offering more than 3 years of a successful career with diverse roles in:  
Racing      Sales & marketing      BTL activities      brands promotion      safety management
- Successfully handled brand promotions for Scooters and Motorcycle
- Planning and execution of CSR activities in Rural & Urban areas.
- Effective leader with excellent motivational skills to sustain growth momentum while motivating peak individual performances
- Holds the credit of success in managing business operations with key focus on top & bottom line profitability and customer satisfaction by ensuring optimal utilization of resources; exceeding assigned targets in the region

- Supporting sales teams in the achievement of sales targets; ensuring that they were equipped with adequate information and collateral
- Organized YZF –R3 ride on the race track at the Buddha international circuit by three times world MotoGP champion Jorge Lorenzo to promote motorsports in India
- Conducting activities for pre promotion to create awareness in colleges and societies.

➤ **Highlights**

- Laurel of receiving safety instructor Basic bronze AT level certificate from Japan
- Handled the Product Launch of our Scooter Saluto , R-3 and FZ25
- Conducted More than 120+ Successful Safety Activities at Pan India Level and Auto Expo Activities.

➤ **Name of Organization : - UMA Motors Pvt. Ltd (Maruti Suzuki Dealer)**

**Designation : - Spare parts Sales Executive**

**Duration : - June 2014 to Dec 2014**

**Job Profile : - Spare parts & sales department**

- Analyze sales, expenses and inventory on monthly basis to achieve goals of profit.
- Supervise the stock order procedures.
- Initial parts ordering for new models.
- Monitor local procurements and track consumption.

Educational Qualification:

University	Qualification	Year Of Passing	Percentage
Dayalbagh Educational Institute, Agra (UP)	Diploma In Automobile Engineering	2014	61.00%
Krishna Chandra Gandhi, Saraswati Vidhya Mandir Hr. Sec. School, Mathura (UP)	Metric	2011	72.30%

**Pursuing Graduate ship from Associate Member of the Institution of Engineer (AMIE), Kolkata.**

Computer Proficiency:

- Basic Knowledge of MS Word, Excel & Power Point.
- Internet Browsing.

Hobbies:

- Playing Cricket.

Personal Details:

Father's name : Shri Pradeep Kumar Pandey

Date of Birth : 20th, June - 1996

Language known : English, Hindi & Bhojpuri.

Gender : Male

Place : Mathura

Date : Lavlesh Kumar Pandey

