



THILI BABU.B D.EEE

+91 88701 34506

dil4dilee@gmail.com

WORK EXPERIENCE

7 Years

AGE

29

OBJECTIVE

To work in a position where I will increase gains in profit performance, revenue growth and market share by using my expertise and skills in business management and entrepreneurial drive.



Education

Diploma in Electrical & Electronics engineering
Chandy Polytechnic College, Tuticorin

Graduated, May 2012

Marks 70%

10th - Secondary School of Leaving Certificate
Harbour Hr. Sec. School, Tuticorin

May 2006

Marks 58%



Skills

- Excellent communication and customer service skills to ensure that customers feel comfortable and are able to make an informed purchase.
- Extensive knowledge of vehicles, including the different options and packages, that allow me to answer a wide range of questions from customers.
- Familiar with basic computer applications, as well as accounting software and database user interface and query software.
- Ability to hear and understand the concerns of customers so that they feel more comfortable during the buying process.
- Negotiating skills that allow me to find the right deal that meets the needs of both customers and dealership.



Work Experience

Jan 2013 to 2015 April

Sales Executive

(Maruti Suzuki and Renault)

AR.AS.PV.PV & Co., Tuticorin.

May 2015 to 2018 Jan

Relationship Manager

(Maruti Suzuki and Nexa)

RE Cars Pvt.. Ltd, Tirunelveli.

- Cultivate relationships with new customers to achieve sales objectives and provide insight into new products, features, and options.
- Strategically negotiate with customers to close on deals and increase sales; personally work deals, interest rates, leases, and calculate financial requirements prior to obtaining approval from dealership manager and F&I manager.
- Qualify and follow up on warm Internet leads regarding new and pre-owned vehicle availability, price, and options.
- Maintain contact with customers via email, phone calls, and regular updates on promotional offers.

Sales Team Leader

Pee yes Yem Hyundai HK Motors P Ltd

Feb 2018 to Sep 2019

- Leader team in reaching sales goals
- Train teach and coach up positive behavior
- Leader team in teaching and reaching their individual goals
- Greet customers and deal with any customer complaints
- Promoted positive culture to create return customers

Relationship Manager

Cars24 Services Pvt. Ltd.,

Oct 2019 to Oct 2020

- Followed up and responded to warm internet leads and customer questions on vehicle availability price and options Edmunds websites.
- Interview prospective customers to identifying purchasing needs and articulate vehicles value and benefits
- Scheduled prospective customer appointment traffic to sellers

- Maintain currency and industry trends pre owned vehicle inventories and individual vehicle features

Extra Curricular activities

- Playing cricket and chess
- I participated in Zonal Volley Ball Tournament



Computer Proficiency

- Operating systems (Windows and MacOS)
- Office suites (Microsoft Office, G Suite)
- Spreadsheet (Excel, Google Spreadsheets, etc.)
- Social media (Twitter, Facebook, Instagram, etc.)



Languages

- Tamil
- English



Personal Details

Father's Name:	Mr. Balakrishnan	Marital Status:	Married
Birthday:	June.20, 1991	Nationality:	Indian
Gender:	Male		
ADDRESS:	OLD #10, NEW #78/1, VGP SALAI, SAIDAPET, CHENNAI-600 015.		

Declaration

I, Thili Babu, hereby declare that the information contained herein is true and correct to the best of my knowledge and belief.

B. Thili Babu

Location

Date
