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| **Mohammed Ameen.K**  **Sales Manager** | +919746070504  ameentahnoon@gmail.com  Mina House, Athani, Atholi  Kozhikode,Kerala  India |
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SUMMERY

High-achieving Sales Manager offering an extensive background in auto Spare parts customer service, sales, and client relations. Self-motivated team player who also works well independently. Looking to apply myself and eventually work my way up to a management position. Experience working with automotive field, parts and tools all types. 14 years of automotive service skills and a ton of real shop experience. Possess much customer satisfaction experience and thorough knowledge of automotive field.

CAREER SYNOPSIS

Sales Manager driven to exceed sales goals and lead the regional automotive market. Capable leader with motivational and persuasive style. Proficient in multi - tasking, problem solving, and performance improvements.

SKILLS

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| * Customer Relationship * Team Dealership * Staff Development * Employee Motivation * Sales Promotions * MS Office proficient * Dealing all European, Japanese and Korean auto spare parts | * Goal Oriented * Professional appearance * Strong Work ethic * Persistent * Dedicated * Hard Working |

LANGUAGES

* English
* Malayalam
* Hindi
* Tamil

EXPERIENCE

05/2008 – 01/2021 **Sales Manager**

Popular Auto Spare Parts Trading L.L.C

Dubai - UAE

* Serving as branch parts manager responsible for the efficient and profitable operations of all top brand auto spare parts department.
* Coordinate work of area sales managers.
* Determined the availability and submitted an emergency order if requested by the customer.
* Assist the walk-in customer in selection required parts, suggest additional parts needed for the job, and up-selling offers any specials and ensure the customer is exposed the full product line.
* Managed the parts department and handled all purchases and sales.
* Assisted in development of new marketing promotions to drive business growth.
* Trained new sales people on protocols, customer service goals, sales scripts, and paper work.
* Reached out to potential customers via phone or email to discuss options.

10/2021 – 04/2023 **Corporate Sales Manager**

Maruti Suzuki Arena

Calicut – Kerala - India

* Responsible for selling the maximum number of vehicles possible at an optimum profit.
* Also in charge of building relationships with customers and generating new business through marketing available extras, accessories, tag office and auto insurance.
* Selling and promoting Finance, Insurance products and paint protections.
* Demonstrating vehicles to customers, including taking them for drives.
* Reporting to the vehicle sales manager for activities, reviews and analyses.
* Meeting customers face to face and holding sales discussions with them.
* Representing the company at trade exhibitions, events and demonstrations.
* Following-up in-bound telephone inquiries walk-in prospects , and email inquiries
* Addressing any maintenance issues/scheduled maintenance appointment for sold cars.

EDUCATION

**Bachelor of Engineering in Electronics and Instrumentation**.

Shri Govindaram Institute of Technology and Science.

Rajiv Gandhi Proudyogiki University

Indore (M.P)- India

**Computer Hardware and Networking**

Merit Institute of Hardware and Networking

Kerala – India

PERSONAL DETAILS

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| Father’s name  Date of Birth  Marital Status  Passport No  Permanent address  Email ID  Contact No | * Ibrahim Manikfan.K * 31/05/1985 * Married * T3943997 * “Hifazath”South Bandara,Minicoy Island   U.T of Lakshadweep  India   * [ameentahnoon@gmail.com](mailto:ameentahnoon@gmail.com) * +919746070504 |

DECLARTION

I confirmed that information provided in the application is true to the best of my Knowledge and belief.

**Mohammed Ameen. K**