

SUNNY MANN

sunnymann270@gmail.com| +919518613013|

Mehmudpur Gohana, Sonipat

OBJECTIVE: Dynamic and results-driven sales professional seeking a challenging position in a reputable organization where I can leverage my strong communication skills, extensive sales experience, and proven ability to build client relationships to drive revenue growth and contribute to the company's success as a team player.

SKILLS:

- **Excellent Communication:** ability to effectively communicate ideas, products, and services to potential clients and customers.
- **Negotiation Skills:** proficiency in negotiating terms and closing sales deals to achieve mutually beneficial outcomes.
- **Customer Relationship Management:** building and maintaining long-term relationships with clients, understanding their needs, and providing appropriate solutions.
- **Product Knowledge:** deep understanding of the products or service being sold, including features, benefits, and competitive advantages.
- **Problem-Solving Abilities:** skill in identifying client needs or issues and proposing effective solutions or alternatives.
- **Time Management:** ability to prioritize tasks, manage time effectively, and meet sales target with deadlines.
- **Resilience and Persistence:** capacity to handle rejection, maintain motivation, and persist in pursuing sales opportunities.
- **Technology Proficiency:** comfort with using Microsoft Office, sales tracking tools and other relevant technology to manage leads, track sales activities, and analyze data.

EDUCATION:

- **Maharishi Dayanand University, Rohtak**
Bachelor of Arts 2019-2022
- **Holy Family Convent School, Gohana**
12th from CBSE (Non-Medical) 2018-2019
10th from CBSE 2016-2017

EXPERIENCE:

- **Maruti Suzuki True Vale**
Jagmohan Automotive Pvt Ltd, Gohana, Sonipat Feb,2024-August, 2024

Position: Sales Executive

Deal with pre-owned cars

- Provide detailed information about the features, benefits, and specifications of various pre-owned cars.
- Negotiate prices, terms and conditions of sales agreements to achieve win-win outcomes for both the customer and the company.
- Maintain up-to-date knowledge of the inventory, including vehicle specifications, pricing, warranties, and financing options.
- Maintain accurate records of all sales activities, customer interactions, and transactions using CRM software.

- **Inframantra pvt ltd**

Real Estate Consultant, Gurugram, Haryana
2024

August, 2024-November,

Sales Manager

- Key responsibilities to manage the occupancy and budgeting for property.
- Role to increase occupancy and profitability
- Maintaining reports for budget allocation and actual consumption for the property
- Coordinate with different property for all allocations.
- Generating analytical report to calculate revenue.
- Ensure the property is ready for smooth allocation of rooms.

LANGUAGE:

- Hindi
- English
- Haryanvi