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FALCON ID # 23572

Petroleum / Sales Asst / Manager

Residential Country : India Nationality : India
Resume Title : Sales Consultant Notice Period : 1 Days

EDUCATION

Qualification	Institute / College /university	Year	Country
Diploma	Goa Board	2007	India

CAREER SUMMARY

Position	Employer	Country	From Month/ Year	To Month/ Year
Consultant	Reputed Company	India	03/2014	07/2015
Bespoke Manager	Audi	India	12/2012	05/2013
Team Leader	Audi	India	05/2012	12/2012
Product Consultant	Audi	India	07/2011	05/2012
Sales Consultant	Bavaria Motors (Bmw)	India	03/2011	06/2011
Sales Consultant	Volkswagen Goa	India	01/2009	02/2011

ADDITIONAL CERTIFICATE AND TECHNICAL QUALIFICATION

Name Of The Course	Course Date	Valid Upto	Name Of Organisation
Stcw-95			

Current Salary (Monthly In Usd): Not Mention Expected Salary (Monthly In Usd): Not Mention

Additional Skills :

Professional Experience:

REPUTED COMPANY

Consultant - March 2014 to present.

Developing base for long-term sources of clients by using referrals, occupational, and special-interest groups to compile lists of prospects. Determining clients' particular needs and financial situations by scheduling fact-finding appointments; determining extent of present coverage and investments; ascertaining long-term goals.

Audi

Product Consultant - July 2011 to May 2012

Team Leader - May 2012 to Dec 2012

Bespoke Manager - Dec 2012 to May 2013

Managing and leading a dynamic team that responds and fulfills Clients needs

Using various methods and implementing new ideas and marketing strategies to generate new prospects. Prioritizing work and reviewing it with team members. Motivating and training the sales team. Excellent planner with proven abilities in accelerating growth and generating customer loyalty levels.

Bavaria Motors (BMW)

Sales consultant - March 2011 to June 2011

Marketing the business and creating leads of potential clients within the local market.

Maximizing sales to achieve the targets.

Generating new leads for the growth of business.

Qualifying and establishing strong relationship with existing and new customers.

Presenting and demonstrating vehicles and offering finance packages and schemes.

Closing deals and delivering the vehicles.

Volkswagen Goa

Sales Consultant - January 2009 to February 2011

Handled Sales Team Consultants and discussing day to day matters in the morning meetings and providing those trainings to improve their marketing skills as well as to improve their approach in convincing clients, also helping the sales team for closing the cases immediately.

Meeting up with corporate clients and visiting hotels to market Volkswagen cars under export promotion consumer goods (EPCG). Convincing potential customer to buy the product.

Additional Information :

Education:

2007 Diploma in Mechanical Engineering, Goa Board.

2005 Higher secondary school Education, Goa board.

2003 Secondary school education, Goa board.

Certification & Training:

Drilling technology through University of petroleum & Energy studies, Dehradun.

STCW-95 (INDOS NO.13ZL6707)

AutoCAD

Audi Product and sales Training

