



# Ajay Nair

## CONTACT

-  Sharjah, United Arab Emirates
-  +971502961022
-  ajay.nairkk@gmail.com
-  14/09/1993
-  Dubai License

## SKILLS

- Good Communication
- Quick Learning Ability
- Good Customer Relationship Building Ability

## PERSONAL DETAILS

**Date of Birth / Age:** 14/09/1993  
**Nationality:** Indian  
**Marital Status:** Married  
**Visa Status:** Visit Visa  
**Gender:** Male  
**Religion:** Hindu  
**Passport:** V8651091

## LANGUAGES

### English

Fluent

### Hindi

Fluent

### Gujarati

Fluent

### Malayalam

Native

### Tamil

Intermediate

## PROFESSIONAL SUMMARY

- I have an overall of experience in sales for over 8+years. Highly motivated sales associate with extensive customer service and sales experience. Inside Sales Representative who consistently achieves aggressive sales goals. Accomplished Area Sales Manager successful at achieving record-setting sales goals.

## WORK HISTORY

**Sales coordinator** 05/2023 - 04/2024  
**Safinat Group** - Dubai

- I have Joined this company as a sales consultant after looking my work they have promoted me as a Assistant Branch Manager.
- Worked collaboratively with sales teams to meet sales goals.
- I have helped my branch in achieving 2Lakh+ Dhms sales for 3-4 months.
- I been motivated myself and also kept my entire team for the same.
- Implemented innovative sales strategies to increase sales and drive revenue.
- Replenished sales floor and display merchandise to produce optimum sales opportunities.
- Coached sales associates in product specifications, sales incentives and selling techniques.
- Consistently delivered sales and revenue targets, regularly surpassing departmental sales forecasts.
- I had done regular reviews of my team member to maintain a good relationship with them and improve their ability towards work.

**Corporate sales executive** 09/2016 - 01/2023  
**Kataria Automobiles Pvt Ltd** - Ahmedabad, India

- I worked as an sales consultant in this Maruti Suzuki Authorized Dealership. I used to deal with many corporate clients and individual clients during this period.
- I have record of selling maximum cars in one month and achieving the highest incentive in entire group.
- I also have Maruti certified certificates of Sales Champion.
- I used to sale minimum of 150-166 on an average per year.

### Trainee technician

**ASPI Cars** - Ahmedabad, India

- I worked as a trainee in this TATA motors authorized service centre for 4 months as a part of my training period from my college.

### Technician

**Neighbourhood Motors** - Ahmedabad, India

I worked as an technician in Hyundai Authorized Service Centre for 2-3 years also cleared m Step-1 Service Level training.

## EDUCATION

**Diploma:** Automobile Engineering  
**LJ Polytechnic** – Ahmedabad

Motor Mechanic Vehicle  
**Industrial Training Institute** – Ahmedabad

SSC  
**Shree Narayana Guru Vidhyalaya** – Ahmedabad

---

## **CERTIFICATION**

Emerging Star

In 2018 on the successful completion of Maruti Certification Program I got awarded with this certificate as an Emerging Star on 16th Feb.

---

## **CERTIFICATION**

Sales Expert

In 2018 on the successful completion of Maruti Certification Program I got awarded with this certificate as an Sales Expert on 04th Dec.

Due to high sales target achievement I was nominated for the contest on 2019 by Maruti again I was certified as an Sales Expert on 05th Sep 2019.

---

## **REFERENCES**

Mrs. Hafsa Yakub Safinat Group

Mr. Shamik Mehta Kataria Group