



PERSONAL DETAILS

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Address : Chirukandath house,  
Manalur,Thrissur,Kerala  
680617  
Nationality : Indian  
D.O.B :19th October 1989  
Gender : Male  
Marital Status : Single  
Passport no : S8714410  
Place of Issue : Cochin  
Visa status :Visiting

SKILLS

Communication Skills

Self-motivated and driven by targets

Commercial Awareness

Product Knowledge

Confidence

Positive thinking

Leadership skills

Work Ethic

Teamwork

Learning Skills

PROFILE

10 years of experience as a Sales Manager. Dynamic and results-oriented with exceptional skills in team leadership, analysing performance trends and ensuring compliance with regulatory agencies. Solid track record of success in increasing sales and improving customer service while holding high moral and ethical standards and reputable character.

WORK EXPERIENCE

BSH, SHOWROOM HEAD

MARUTI SUZUKI, AM MOTORS, CHAVAKAD BRANCH [ 2020-2022]

- Forecasts goals and objectives for sales, gross, and key expenses on a monthly and annual basis.
- Prepares and administers an annual operating budget for the new-vehicle sales department.
- Understands, keeps abreast of and complies with federal, state and local regulations that affect new-vehicle sales.
- Directs and schedules the activities of all department employees, ensuring proper staffing always.
- Assists individual salespeople in setting aggressive yet realistic monthly goals and objectives and provides them with the support to meet these goals.
- Maintains an accurate daily log that reflects all sales activities in the dealership.

SHOWROOM MANAGER

MARUTI SUZUKI, INDUS MOTOR. CO. PVT LTD, VALAPAD [2016-2019]

- Meets regularly with regional clients.
- Observes competitor strategies within the assigned region.
- Provides detailed reports to the sales director.
- Outlines efficient sales strategies.
- Responds to regional client needs with solutions from the company
- Monitors sales KPIs.
- Leads training sessions on company product offerings and sales techniques.
- Devise effective territory sales and marketing strategies.
- Analyse data to find the most efficient sales methods.
- Meet with customers to address concerns and provide solutions.
- Discover sales opportunities through consumer research.
- Present products and services to prospective customers.
- Customer prospecting and mapping.
- Create, maintain and strengthen relationships with customers.
- Identify, prioritize and plan the most applicable marketing approach.

## ACADEMIC CREDENTIALS

2015	<b>BCOM</b> Anna Malai University
2009	<b>HOTEL MANAGEMENT</b> Poly Technic Triprayar
2007	<b>VHSE</b> GVHSS Thalikum
2005	<b>SSLC</b> GHSS Manalur

## LANGUAGES KNOWN

- English
- Tamil
- Malayalam
- Hindi

## PASSPORT DETAILS

Passport No	S8714410
Date of Issue	09.10.2018
Date of Expiry	08-10-2028
Place of issue	Cochin
Nationality	Indian

## HOBBIES

 <b>Cooking</b>	 <b>Listening music</b>	 <b>Driving &amp; Cricket</b>
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## REFERENCES

- ❖ Sanil Kumar, Regional head  
AM Motors  
+91 95390 00839
- ❖ Ajesh Vijayan, Regional Head  
Indus Motors  
+91 97459 98508
- ❖ Joyson, Area Manager  
Nippon Toyota  
+91 98477 86075

## SENIOR SALES OFFICER

*TOYOTA KIRLOSKAR, NIPPON TOYOTA, THRISSUR [2015-2016]*

- Identifying promising prospects through cold-calling, networking, and customer referrals.
- Ensuring that all sales administration and customer service activities run smoothly.
- Providing overall guidance to newly-recruited Sales Representatives.
- Responsible for developing relations with new customers and managing existing customers.
- Ensuring all organizational policies and procedures are strictly adhered to.
- Leading, Directing and Motivating customer advisers to provide efficient and High-Quality customer service.

## SALES OFFICER CUM ASSISTANT SHOWROOM IN CHARGE

*MARUTI SUZUKI, INDUS MOTORS, VADANAPALLY [2012-2015]*

- Building and maintaining long-term relations with customers.
- Recruiting and training Sales consultants.
- Maintaining an accurate and detailed record of all sales.
- Preparing and presenting sales reports to the higher management.
- Assisting in the development and implementation of sales targets.
- Collaborating with the Marketing department to develop various promotional activities.
- Conducting Training & Development programs for team members and branch staff.
- Directly interacting with customers and strategizing methods to strengthen customer relationship.

## HOTEL MANAGEMENT INDUSTRY [Nattika Beach Resort 2009-2010]

- Overseeing personnel, including receptionists, kitchen staff, and office employees.
- Monitoring employee performance and conducting regular evaluations to help improve customer service.
- Collecting payments and maintaining records of budgets, funds, and expenses.
- Welcoming and registering guests once they arrive.
- Resolving issues regarding hotel services, amenities, and policies.
- Organizing activities and assigning responsibilities to employees to ensure productivity.
- Creating and applying a marketing strategy to promote the hotel's

## EVENT EXPERIENCE

- Passed Maruti Suzuki Sales Contest and awarded 'Emerging Star'.
- Awarded as 'Sales Expert' in Maruti Suzuki sales contest.
- Awarded as Dealership topper for 3 consecutive months.
- Passed Insurance regulatory and development authority exam.

## DECLARATION

I hereby declare that all the details mentioned above are in accordance with the truth and fact as per my knowledge and I hold the responsibility for the correctness of the above-mentioned particulars.

**SYAMKUMAR C K**