

Kevin D'mello



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**Manama,
Kingdom of Bahrain.**

Personal Details

Date of Birth (Age) : 27th June, 1993 – 30years.

Languages: English, Hindi, Kannada, Konkani, Arabic, Malayalam.

Height: 5.11

Weight: 68

Marital Status: Single

Countries worked: SULTANATE OF OMAN, KINGDOM OF BAHRAIN, UNITED ARAB EMIRATES.

Expertise in ERP 9 Tally, MS WORD, MS EXCEL, MS POWER POINT, SAP.

Job Objective

Seeking an opportunity in an industry that enable me to apply my professional experience and marketing domain knowledge in a dynamic way that add values to the organizational benefits.

Strength – Areas of Expertise:

- ✓ Excellent written, communication and presentation skill.
- ✓ Experience in the Marketing of Automotive products like – New Cars, Tyres, and Batteries etc.
- ✓ Independently handled day to day activities of TYRE sales division and achieving the daily/Monthly sales targets.
- ✓ Well versed with MS office – Word, Excel and PowerPoint.
- ✓ Familiar with ERP software- TALLY, SAP, POS.
- ✓ Marketing and sale of automobile goods like cars, tyres by approaching the customer and turn the walk in customer as sale.
- ✓ Knowledge in Technical, Mechanical specification of cars like Brakepad, Engine specifications, Battery, Lubricants, Interior, Exterior to elaborate to the customer during the sale of car.
- ✓ Excellent grooming required for sales in G.C.C countries.

- ✓ Excellent communication skills can communicate in English, Arabic, Hindi, Malayalam, Kannada, Konkani
- ✓ KNOWLEDGE IN MERCHANDISING PRODUCTS IN RETAIL SETUP
- ✓ FAMILIAR IN FASHION& APPAREL,AUTOMOTIVE,BLINDS,FURNITURES AND OTHER RETAIL INDUSTRIES.
- ✓ EXPERTISE IN COLD CALLING AND COLD EMAILS FOR GENERATING SALES ALSO HAVE KNOWLEDGE IN GENERATING VAST DATA BASE REQUIRED FOR SALES.

Education & other qualifications:

- BA - Bachelor of Arts from Mangalore University.
- Attended Tire Management Training conducted by TECHKING.
- Attended assessment in Pune and Mumbai by Volkswagen.
- Attended training in Oman by Mazda Company.

Organizational Experience

Landover BAHRAIN (KINGDOM OF BAHRAIN) :(FEB 2020 to October 2023) Showroom Manager.

- Attending customer and looking after sales and Showroom activities. • Preparing inventory and maintaining stock in the Showroom • Preparing invoices and sales and purchase report.
- Attaining the monthly target provided by the management
- Providing excellent customer service to maintain brand image.
- Maintaining good grooming standard for the premium brand like Landover.
- Handling social media and other digital platforms for sales

ZDEGREE TYRES ALQUOZ (UNITED ARAB EMIRATES) : (DEC 2018-Jan 2020)

COUNTER SALES CONSULTANT

- Managing day-to-day sales activities.
- Maintaining proper stock of tyres, lubricants and batteries.
- Reporting and preparing invoices of sales and reporting to the management and achieving monthly given targets.
Cold calling the customers for potential sales.
- Planning strategies to achieve monthly sales targets through team management.
- Filing and maintaining invoices of sales and purchases and submitting to accounts department.
- Building brand image of outlet by good grooming standards towards customers.
- Maintaining smooth function of fitment activities without any delay and considering effective time management.

Aman Automotive– Oman March16-june18

Authorized Dealer for GOOD YEAR, TECHKING, LONGMARCH, TRIAGLE, VITORI. Mazda cars

Sales Officer- Sales Executive(Showroom Manager)

- ✓ Managing the day to day counter sales activities.
- ✓ Interacting with Local Omani customers and handling the after sales service ✓ Developing the monthly sales plan for achieving the targeted sales of tires and cars.
- ✓ Maintaining the sales record and reporting to Area Sales Manager.
- ✓ Sold monthly 10-15 Mazda cars by achieving given targets by the management.
- ✓ Excellent communication to local Omani customers in Arabic to make them understand better about the products.
- ✓ Helped the company achieve trust of the people by giving customer excellent services in person.

VOLKSWAGON - MANGALORE

Sales Consultant-

- ✓ Looking after Showroom Sales for Volkswagen Range of Cars –Vento, Polo, Ameo, Jetta.
- ✓ Applying lean management technique to maximum utilization of available resources and increase the Sales.
- ✓ Maintaining Customer Relationship.
- ✓ Telecalling to the customers to push for a potential sale.
- ✓ Attending Walk in customer helping them in understanding about the features of the cars and negotiating with the customer for selling the car.
- ✓ Attaining monthly targets given by the management by bringing in more leads to sell the cars.
- ✓ Maintaining the grooming standard required for selling premium luxury vehicles.

BALAJI AIR VENT PRODUCTS – MUMBAI

Management Trainee

- ✓ Assisting the day to day activities of sales and marketing of product.

REFERENCE

Mr. Sridhar

Director – Aman Automotive www.amangroup.com

Mobile:

MR SALMAN EID

OWNER -AL FARIS MOTORS

WWW.ALFARISMOTORS.COM