



JASFAL E.

HEADING DEALERSHIP ALL SALES EXECUTIVE

PERSONAL DETAILS

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Address Ellathodi House
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Malappuram, Kerala, India
Pin 676504
Nationality Indian
D.O.B 08-05-1987
Marital Status Married

KEY SKILLS

Sales & Marketing

Negotiation

Customer Service

Business Development

Brand management

Distribution Management

Sales Management

Marketing analysis

Product knowledge

Inventory management

Business Strategy

Marketing Strategy

CAREER OBJECTIVE

Experienced and motivated Corporate Sales In-Charge with 17+ years of experience in high level sales environments. Proven track record of expanding businesses by successfully networking and forming smart partnerships. Having ability to cultivate key relationships and consistently generate new business. Self-motivated and driven to help increase the prosperity of a business while working to enhance their reputation. Effectively demonstrate products, overcome objections and close sales. Now seeking to obtain a challenging and rewarding position in an organization where I can utilize my knowledge, skills, and experience to contribute to the success of the company.

EDUCATION

2005	HIGHER SECONDARY Board of Higher Secondary Education, Kerala, India
2003	SSLC Board of Public examination, Kerala, India

EXPERIENCES

- ❖ **HEADING DEALERSHIP ALL SALES EXECUTIVE** **Present**
MALAPPURAM SHOWROOM PREMIUM CAR SALES.
 - Keep abreast of new products, features and accessories
 - Follows dealership sales process as directed by Sales Management
 - Generate appointments and quotes by means of proactive outbound prospecting and lead activity management in an effort to qualify and market to potential customers
 - Be available to respond to email inquiries in a professional, well-spoken manner
 - Assist customers in appropriate vehicle selection
 - Increase dealer penetration for both broadcast and digital properties
 - Improve average deal size and grow total dealer spending within the market
- ❖ **CORPORATE SALES IN-CHARGE** **1st November 2014 to Present**
AMANA TOYOTA, PERINTHALMANNA
 - Responsible for the Corporate Sales & Marketing Activities of the Dealership.
 - Forecasts goals and objectives for sales, gross, and key expenses on a monthly and annual basis.
 - Hires, trains, motivates, counsels and monitors the performance of all new-vehicle sales employees.
 - 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.

LANGUAGES KNOWN

- ❖ English
- ❖ Hindi
- ❖ Tamil
- ❖ Malayalam

COMPUTER PROFICIENCY

- ❖ MS Word
- ❖ MS Excel
- ❖ MS PowerPoint

DRIVING LICENSE DETAILS

License: 6000/05/M
Four Wheeler/Motorcycle/
Three Wheeler

PASSPORT DETAILS

Passport No : W5989294
Issued Date : 10/11/2022
Expiry Date : 09/11/2032
Place of Issue : COCHIN

- Assists individual salespeople in setting aggressive yet realistic monthly goals and objectives and provides them with the support to meet these goals.
- Conducts daily and weekly sales meetings.

❖ **BRANCH HEAD** **1st February 2014 to 5th October 2014** **AM HONDA, KONDOTTY**

- Headed a team to achieve the targets and goals of the Management.
- Have managed a team of 67 employees ensuring that they are highly motivated and enjoying their work.
- Segregation of work based on the staff's core strength.
- Trained the sales team as prescribed by HONDA, based on the Sales circulars and PFS.
- Helped garner a team spirit within the staff to assist and aide each other.
- Managing the daily Activities of the Branch.
- Interacting with customers to gain feedback on quality & service effectiveness and to ensure 100% Customer satisfaction.
- Providing excellent service to customers.
- Responsible for dealing with managerial problems and Customer complaints.
- Identifying then addressing team training and development needs.
- Coaching and developing staff to do more and better.
- Enhancing awareness of the branch and HONDA brand.
- Communicating clear Sales Target to staff.
- Managing staffs to ensure that target marketing areas are always covered.
- Identifying and monitoring the performance of competitors in the market place.
- Daily reporting to Sales Manager

❖ **SHOWROOM SALES OFFICER** **2nd February 2009 to 31st January 2014** **ELECTRONIC BAZAR, MALAPPURAM.**

- Responsible for the Sales & Marketing Activities of the branch.
- Enquiry Tracking and Follow ups.
- Merchandising the varieties models, Promoting the optional parts and value added service, customer handling regarding their problems & maintaining strong relationship with the customers.
- Following the existing customers to get their feedback.
- Responsible for Vehicle delivery.
- Observing the changes in the market and competitor's brands activities.
- Participate in all festival to promote our Brands.

❖ **SHOWROOM EXECUTIVE** **March 2008 to January 2009** **ELECTRONIC BAZAR, MALAPPURAM.**

- Responsible for the Retail sales of the showroom.
- Create and maintain a professional, welcoming experience for showroom customers
- Properly maintain and update showroom displays
- Maintain showroom appearance, including organization, cleanliness, and cleanliness
- Conduct regular staff meetings
- Conduct regular sales staff meetings
- Oversee showroom operations, including day to day maintenance
- Recommend fine points of inventory control

DECLARATION

I hereby declare that the above particulars of facts and information stated are true, correct and complete to the best of my belief and knowledge.

JASFAL E.