

ASHRAF A SHAIKH

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OBJECTIVE:

Intend to build a career with leading corporate of hi-tech environment with committed & dedicated people, which will help me to explore myself fully and realize my potential. Willing to work as a key player in challenging & creative environment.

EDUCATIONAL QUALIFICATIONS :

Degree/Certificate	Institution	Class	Year Of Passing
TYBCOM	Mumbai university	(46 %)	March 2013
HSC	Public Night Jr college	(50%)	March 2009.
SSC	Anudatt vidyalaya.	(46.46%)	March 2007.

EXPERIENCE :

1} Working with **OLX India** As a **Technical Sale consultant** since 3rd May 2021 to till Date.

- Daily Inspecting Car At Dealer Location in Dealer App.
- Uplodaing inspection report and chating with customer for deal closure.
- Working on new arrived car at dealer.
- Giving test drive to customer and closing deal.
- Generating Daily revenue for the company.
- Attending daily update meeting.
- Updating daily Tracker for update.
- Technical assistance for dealer and customer.

1} Working with **Sai Auto Hyundai** As a **Technical Evalutor** since March 2020 to till 30th April 2021.

- Daiy reporting to office updating previos pending status.
- Checking new Task of Inspection
- Inspecting Assigned Cars in Company App.
- Completing inspection in Assigned timeline.
- Following Company SOP.
- Working on Mis Inspection points.
- Reseaching and Analysing on new Modal and varients.
- Assisting Retail team to close Deal with Technical points.
- Completing inspection target on daily Basis.
- Post Inspection Completing after deal.
- Submitng daily report to manager.

2} Working with **Cars24** As a **Retail Associate** since October 2018 to till 25th Feb 2020.

- Handling walking Customer at Store.
- Handling all appointment and creating new appointment.
- Customer visiting with their old car and I was responsible to let customer through with cars24 process of inspection and live auction.
- Responsible for addressing customer queries in order to sale his / her car at best price.
- Preparing Roster of Retail Associates, Evalutors and Host
- Sharing all USPs of Cars24 with customer in very good manner.
- Responsible for revenue generation through conversion of leads.
- Responsible for Achieving self target and Store Target before end of the Month.
- Handling all negotiation part and cracking the deal on spot.
- Working on all documentation part and making process streamline for customer..
- Handling Email, Calls and Chat Escalation.
- Morning calling and Follow up calling Responsibility.

OTHER QUALIFICATION :

- **MS Office Certified with duration of 6 month.**

PERSONAL DETAILS:

Date of Birth: 27th June 1989.

Place of Birth: Mumbai (INDIA)

Nationality: Indian.

Marital Status: Married

Language Known **English,Hindi,Marathi.**

Place : **Mumbai.**