



SREEKUMAR K S
(BAH) +973 33350797
E-Mail: sreeku83@gmail.com
Mobile (IND) +91 9496060637

Seeking a challenging position in an organization where I can utilize my experience and contribute my management and interpersonal skills to the benefit of the organization.

SYNOPSIS

- A dynamic professional with more than 13 years of domestic and international experience in Business Development, Team Management and Client Relationship Management in Automobile, insurance and Retail.
- Sound knowledge of Sales & Marketing strategies with the ability to translate the same for the development of the organization.
- Possess excellent communications and interpersonal skills coupled with the aptitude to work under strict deadlines and conducted various sales related presentations and training for team members.

PROFESSIONAL EXPERIENCE

Since Apr'18

National Motor Company W.L.L

Sales Consultant



- Acquiring new customers from the existing data base through tele calling
- Follow the BDC process in order to fix appointments effectively
- Adhere with Company KPI standards to generate sales
- Follow the sales process for more effective sales closing ratio
- Pro-actively offer test drive to customers in order to close sales effectively
- Make use of the data base management system (Autoline) for maintaining customer data base and follow ups
- Attending training organized by the company for extensive product knowledge and sales process

Mar'17 – Mar'18

Ahmed Zayani & Sons W.L.L

Sales Consultant



- Assisting walk in customers and effectively close the sales deals through a good sales process.
- Maintain customer database and follow up's through Autoline Data Management system.
- Attending online training modules for more effective product knowledge.

Feb'14 - Aug'16 Volkswagen Bahrain (Behbehani Bros.) Sales Consultant

- Approach and assist new customers that enter the dealership.
- Determine the needs of the customer by listening and asking questions.
- Perform walk-around with customer and demonstrate features of suitable automobiles.
- Offering test drives and adhered to dealership procedure to achieve proper identification prior to test drive.
- Assisting customers by offering financial services such as bank loans, instalments and leasing facilities to finalize the deal.
- Effectively close automotive sales.
- Ensure the customer understands the vehicle's operating features, warranty and paperwork.
- Maintained a buyer follow-up system that encourages repeat and referral business and contributed to customer satisfaction.
- Effectively utilize the data base management system of the dealership(EGM)for customer acquisition through cold calls, e-mail and other activities.
- Reports to the sales manager regarding objectives, reviews, analysis, and planned activities.
- Attends training and sales meetings offered by the dealership and manufacturers.

Apr'12 - Dec'13 Al Aujan Group, Bahrain (Latif Shoe) Store Manager

- Day to day running of the store.
- To Inspire and develop individuals to deliver outstanding team performance.
- Accepting and checking of deliveries and monthly inventories.
- Maintain a high standard of customer service.
- Responsible for achieving sales target
- Responsible for stock control.

Dec'10 – Feb'12 Škoda Dealership Senior Sales Executive

- Responsible for attending sales meeting.
- Understood the requirements of the customer and demonstrate car according their convenience.
- Responsible for demonstration of cars such as test drives etc.
- Explains the operating features, warranties, paper work of car to the customer.
- Deals with the customer queries and problems and troubleshoot them.

Self-employed during the term of Oct'09 to Dec'10.

Dec'05 - Sep'09 Aviva Life Insurance Asst.Relationship Manager

Growth Path

Dec'05	Financial Planning Consultant.
Jan'08	Promoted as Assistant Sales Manager.
Feb'08	Selected to the Aviva NRI team for overseas assignment.
Sep'08	Selected to handle Aviva Direct Channel for Kerala region - as Assistant Relationship Manager.

- From Sep'08 to Sep' 09 - Handled Aviva Direct Channel (Direct Sales) for Kerala region.
- From Feb'08 to Aug'08 - Handled Centurion Bank of Punjab bank assurance relationship in **DUBAI.**
- Handled Relationship Management for Centurion Bank of Punjab from Dec'05 to Jan'08.
- Monitor and ensure 100% persistency in renewal collection. Ensured quality sourcing, fast login and issuance of policies.
- Maintain good relationship with the circle level Bank management.
- Effectively adapted to the different working demands set by the new channel/ relationship.

ACADEMIA

2004

B Com

M.G University

TRAINING / SEMINARS ATTENDED

- Attended International Basic Training for VW (Sales Process & Product)

PERSONAL VITAE

Date of Birth	:	13/05/1983
Permanent Address	:	Karuvelil (H), Eroor South P O, Tripunithura, Ernakulam-682306
Languages Known	:	English, Hindi, Malayalam and Tamil
Marital status	:	Married
CPR No.	:	830594299

