LVINDER SINGH

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Objective: To secure a challenging position as an Area Manager in Commercial Vehicle Loan that utilizes my extensive experience in sales and relationship management to achieve organizational goals and objectives.

Summary: Experienced and accomplished Area Manager with a proven track record of success in managing sales teams, developing and implementing strategies, and building strong relationships with customers. Possesses excellent communication, negotiation, and leadership skills, along with a deep understanding of the commercial vehicle loan market.

Professional Experience:

CITY MANAGER [VANSUN VENTURES PVT LTD], [NEW DELHI] [ JULY2022 TILL WORKING]

* Developed and implemented strategies to increase market share and profitability in the commercial vehicle loan segment.
* Managed a team of sales executives and ensured that they achieved their targets through regular training and coaching.
* Built and maintained strong relationships with dealers, customers, and other stakeholders in the market.
* Conducted market research and analysis to identify new business opportunities and emerging trends.
* Collaborated with internal teams such as credit, operations, and collections to ensure that customer requirements were met and service levels were maintained.
* Ensured compliance with all relevant policies, guidelines, and regulations.

SALES MANAGER [EQUITAS SMALL FINANCE BANK], [NEW DELHI] [ 1.5 Years Employment]

* Managed a team of sales executives in a region and ensured that they achieved their targets through regular training and coaching.
* Built and maintained strong relationships with dealers, customers, and other stakeholders in the market.
* Conducted market research and analysis to identify new business opportunities and emerging trends.
* Collaborated with internal teams such as credit, operations, and collections to ensure that customer requirements were met and service levels were maintained.
* Ensured compliance with all relevant policies, guidelines, and regulations.

Senior Sales Executive [Name of Company], [City, State] [Years of Employment]

* Developed and maintained relationships with dealers and customers in the commercial vehicle loan segment.
* Achieved individual sales targets and contributed to the overall growth of the business.
* Conducted market research and analysis to identify new business opportunities and emerging trends.
* Collaborated with internal teams such as credit, operations, and collections to ensure that customer requirements were met and service levels were maintained.
* Ensured compliance with all relevant policies, guidelines, and regulations.

Education:

Bachelor of Commerce (B.Com) [Name of University], [City, State] [Year of Graduation]

Skills:

* Sales and relationship management
* Team building and leadership
* Strategic planning and execution
* Market research and analysis
* Customer service and retention
* Excellent communication skills, both written and verbal
* Proficient in Microsoft Office and other relevant software programs

Certifications:

* Certified Sales Professional (CSP)
* Certified Business Development Executive (CBDE)

References:

Available upon request.

I hope this helps you in creating your own resume. Good luck with your job search!

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Regenerate response