

**Mahesh B**

**Hubli**

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**LANGUAGES: - English, Hindi, Kannada**

Detail- oriented, analytical professional with 23 years of extensive experience with expertise in sales and customer relations across the automotive industry, including two-wheeler, cars, and trucks. Proven track record of successfully managing entire sales operations and driving revenue growth. Adept at building and maintaining strong customer relationships, ensuring exceptional customer satisfaction and loyalty. Skilled in sales strategy development, market analysis, and competitor research to identify opportunities for business expansion. Strong negotiation and communication skills, with the ability to effectively present product features and benefits to customers. Committed to delivering outstanding results and exceeding sales targets while maintaining the highest standards of professionalism and integrity. Seeking to involve with an organization to showcase my potential and contribute my knowledge towards organizational goals.

## **PROFESSIONAL EXPERIENCE**

Total experience of 25 years, in Sales, Administration, Hr, Customer relation, Automobile Workshop handling & Departmental store. Worked in tractor dealership as TL & later as Sales Manager. Worked in tractor dealership for 3 yrs in sales & marketing in field & village melas. Worked in Departmental store for 3 yrs handling 2 stores with team of counter sales, back office, purchase department & I also operated monthly schemes, quarterly schemes. later shifted to car dealership worked in car dealership for 4 yrs , started as Sales Manager & continued as Gm for sales service & spares. Worked as Gm for Truck/ commercial vehicle industry for 10+ yrs, handling sales team of 70 executives & 6 branch managers & 5 product managers, also handled spares manager, works manager, warranty section. I have directly handled CSI & SSI department, had built strong customer relation & data base, in same group I was also handling 2 wheeler dealership as Gm, handled a team of 10 field & showroom staff with workshop & spares team.

**Worked for Tractor dealership-** I started with the position of TL & later as Sales Manager for 3 years, was handling sales team, Field activity, Village visits with team, Demo & Activity planning, Mela Activity, sales & marketing in field & village also Meeting sugar factory officers for orders & I have been trained by the Manufacturer .

**Worked for a Departmental store-** for 3 years I was handling 2 stores & was heading counter sales department, indenting department, admin department, Inventory, with team of counter sales, back office, purchase department & I also operated monthly schemes, quarterly scheme & always achieved sales target.

**Worked for 2-wheeler dealership-** as General Manager for Two wheeler dealership, handled team of field staff 10 executives , 2 Sales Manager, showroom staff, back office & was handling entire operations of 3's department & also handling sub dealers , Administration, Accounts, Hr & Customer relation. Achieved sales target & market share.

**Worked for Car dealership-** for 4 yrs as Sales Manager was handling entire operations of 3's department, was handling customer relation, field staff, showroom, back office ,Sales team, Indenting, Back office & Administration.

**Worked for Commercial Vehicle dealership-** as General Manager for 10 yrs (Small Commercial vehicles to big trucks), Handling 3's, with sales team of 70 executives & 6 branch managers & 5 product managers, also handled spares department, workshop , warranty section. I have directly handled CSI & SSI department,had built strong customer relation & data base, Indenting, Ordering, Workshop, Spares, Hr, Customer relation & Administration.

### **Sales Operation-**

Responsible for collaborating with sales leadership to develop and implement sales strategies aligned with business goals and objectives.

Assisting in the development of sales plans, setting targets, and establishing sales territories and quotas. Analyzing sales data and performance metrics to identify trends, opportunities, and areas for improvement.

Collaborating with cross-functional teams to forecast sales volumes, track demand, and ensure accurate inventory management.

Ensuring adequate stock levels to meet customer demand and minimize stock outs or excess inventory. Collaborating with supply chain and merchandising teams to optimize inventory levels and product availability.

Streamlining sales processes and workflows to improve efficiency and effectiveness. Identifying bottlenecks or inefficiencies and implementing solutions to enhance sales operations.

Tracking and monitoring individual and team sales performance against targets. Providing regular feedback, coaching, and performance evaluations to sales representatives.

Providing support to the sales team and addressing customer inquiries or concerns. Ensuring excellent customer service standards are upheld to enhance customer satisfaction and loyalty.

Assisting in the development and management of sales budgets and forecasts. Monitoring sales expenses and ensuring adherence to budgetary guidelines.

## **CORE COMPETENCIES**

Excellent communication skill

Attention-to-detail

Research skill

Adaptability

Problem-solving

Decision-making

Negotiation skill

## **AREAS OF EXPERTISE**

Sales strategy

Retail sales

Sales planning

Sales analytic

Forecasting and demand planning

Territory management

Sale's performance tracking

Sales process optimization

Sales enablement

Customer relationship management

Pipeline management

Sales compensation

Vehicle financing

CRM administration

Continuous improvement