

MUHAMMED BABBEESH

Sales & Retail Finance Professional



Dear Sir,

I Muhammed babeesh, a pleasant professional in **sales** having more than ***Eighteen Years*** of experience in the stream ***Banking – retail sales , Automobile –New and Pre-Owned Car – sales, Operations and administration.*** Keen learner with ability to learn and imbibe new knowledge with ease. Disciplined, dedicated, committed and hardworking with an ability to easily adapt to changing work environments. Capable to work on group tasks as well individual tasks

I am confident on my Positive Attitude, Talent, Skill, Capabilities and Market Knowledge which are my credentials, that builds my bright career.

I am looking forward to using my caliber on a nice position in your valued business for the benefit of organization and myself.

It is with enthusiasm and aspiration that I am forwarding my curriculum vitae for your kind perusal for a placement in your esteemed organization. I would be obliged if you could arrange an interview to demonstrate my abilities.

Thank you in anticipation of a favorable reply



Muhammed babeesh

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Address: Karama ,
near emirates Post office, Dubai
Visa Status : Visit Visa -10th Aug

Personal Details

Name : Muhammed babbeesh
Father : Basheer
Date of Birth : 05/03/1984
Sex : Male
Nationality : Indian
Marital Status : Married
Languages Known :English,
Malayalam, Hindi & Tamil

Work History

TERRITORY SALES HEAD – (Sales and Back office Operations)

Working with Maruti Suzuki –Arena (INDUS MOTORS – INDUS GROUP OF CO PVT LTD -ALL INDIA NO 1 PLATINUM PLUS SUZUKI DEALER) for 2 years (Aug 2020 to Mar 2022)

Duties & Responsibilities:

Improve the Sales penetration in my territory and achieving the target for the month
Improve Sales officers to achieve target for the month
Improve sales officers Skill and personality development by arranging training on time
New Recruitments for improving Market share and sales Penetration in the territory
Improve my team to focus companies Revenue area like accessories, Finance etc.
Improve Market share for the Company when compared with LFY
Act like a HR Manager to fulfil Employees Needs and ensure their earnings on time
Insurance Proposal and ensure Policy on time
Ensure Vehicle Registration and make arrangements for Vehicle delivery on time
Daily Reports – Penetration, sales, insurance and Finance etc.

RETAIL FINANCE HEAD (Retail Finance Operations and Administration)

Worked with Apco Automobile Pvt Ltd (HAPBCO GROUP- HAJI AP BAVA & COMPNY) as for 3 year (Dec-2017 to July-2020)

Duties & Responsibilities:

Improve the finance penetration and profit maximization of the company
Trade advance liquidation and Process Ensure cash flow and replenishment of inventory loan to Ensuring that finance is being processed within expected TAT
Ensuring the payout from banks and financiers on timely basis.
Insurance Proposal and ensure Policy on time
Daily Reports – Penetration, sales, insurance and Finance etc.

ZONAL FINANCE CO ORDINATOR (Retail Finance and Back office Operations)

Worked with Maruti Suzuki-Nexa (A M MOTORS GROUP-ALL INDIA NO 1 PLATINUM PLUS SUZUKI DEALER) For 6 year (Dec-2011 to Nov-2017)

Duties & Responsibilities:

Improve the finance penetration and profit maximization of the company
Arrange finance for the customers as per their requirement and profile
Ensuring that finance is being processed within expected TAT
Ensuring the payouts from banks and financiers on timely basis.
Insurance Proposal and ensure Policy on time
Ensure Vehicle Registration and make arrangements for Vehicle delivery on time
Daily Reports – Penetration, sales, insurance and Finance Etc.

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Personal Strength & Skill:

- Self-confidence.
- Tolerance, patience, Positive attitude.
- Smart work. • Listening strength.
- Manage time well.
- Emotional maturity.
- Willingness to learn & adapt

Computer proficiency:

- ♣ MS Excel
- ♣ MS Word
- ♣ MS Outlook
- ♣ MS Power Point

Areas of Interest:

- ♣ Business development
- ♣ Marketing and relation building
- ♣ Banking, finance, sales

Hobbies:

- Music
- Cricket
- Reading
- Football
- Driving

AREA SALES HEAD (Sales, Operations and Administration)

Worked with KOTAK MAHINDRA BANK – AUTO Loan at Kannur and Kasaragod for 3 year (Feb 2007 to Jan 2010)

Duties & Responsibilities:

Improve Market share and maximize sales with executives Improve the Sales Penetration in my territory and achieving the target for the month
Improve Sales officers to achieve target for the month
New Recruitments for improving Market share and sales Penetration in the Area
Improve sales officers Skill and personality development by arranging training on time
Improve Market share for the Company when compared with LFY
Act like a HR Manager to fulfil Employees Needs and ensure their earnings on time

DEALER SALES EXECUTIVE

Worked with ICICI BANK LTD - Two Wheeler Loan at Calicut for 3 Year (Jan 2004 to Jan 2007)

Duties & Responsibilities: Improve Market share and maximize sales

Education Background

Qualification	Year of completion	University
B.Com	2017	C V Raman University
Plus Two	2002	Kerala State
S S L C	2000	Kerala State

Awards and Recognitions

During my tenure I received a Customer Appreciation award for exceeding client's expectations and also awarded for highest sales in a month- Aug 2006

- . Appreciations from management for continuously achieving the set Targets
- . Awarded for Best Sales Captain – Conducted by Maruti Suzuki - 2022
- . Awarded for best Finance coordinator 4 years in a row- 2014 to 17

Reference

1. Mr. Bijoy (Director – Spicetel) Mob No - +971 556688008
2. Mr. Rinshad (Purchase Manager – Geepas) Mob No - +971 50295 2724