



RISHAD. M.R

CONTACT INFO

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E-mail : rishad.mr88@gmail.com

Ajman, U.A.E

Personal Profile:

Name of Father : Rasak M.K

Date of Birth : 14-05-1987

Gender : Male

Religion : Islam

Marital Status : Married

Nationality : Indian

Passport No : W 3704048

Visa Status : Visiting Visa

Languages Known :

English, Hindi & Malayalam

Objective :

To render my professional knowledge and skills at its fullest potential that will contribute to the company's business growth and success while mutually leading to the enhancement of my career growth and development.

Professional Profile :

To meet targets for the sale of vehicles, accessories and associated warranty, finance and insurance products whilst securing profits acceptable to the Company. I believe I can deliver the best professional service that I acquired during my past tenures.

Functional Experience :

ERAM MOTORS (P) LTD. KODUNGALLUR (2017 JAN- 2022 NOV)

Branch manager

Roles & Responsibilities

- Maintaining and developing relationships with existing customers via meetings, telephone calls and emails.
- Visiting potential customers for new business
- Making accurate, rapid cost calculations, and providing customers with quotations.
- Negotiating variations in price, delivery and specifications with your company's managers
- Advising on forthcoming product developments and discussing special promotions.
- You may also be involved with identifying new markets and business opportunities.

PINNACLE MOTOR WORKS (P) LTD. THRISSUR (2015 JAN- 2016 DEC)

Assistant sales manager

Roles & Responsibilities

- Maintaining and developing relationships with existing customers via meetings, telephone calls and emails.
- Visiting potential customers for new business.
- Making accurate, rapid cost calculations, and providing customers with quotations.
- Negotiating variations in price, delivery and specifications with your company's managers.
- Advising on forthcoming product developments and discussing special promotions.
- You may also be involved with identifying new markets and business opportunities.

ERAM MOTORS (P) LTD. KODUNGALLUR (2012 AUG- 2014 DEC)

Team Leader

POPULAR MEGA MOTORS (I) LTD, ERNAKULAM. (2009 SEP – 2012 JULY)

Sales Executive

Roles & Responsibilities

- Maintaining and developing relationships with existing customers via meetings, telephone calls and emails.
- Visiting potential customers for new business.
- Making accurate, rapid cost calculations, and providing customers with quotations.
- Negotiating the terms of an agreement and closing sales.
- Gathering market and customer information and providing feedback on future buying trends.
- Representing your organization at trade exhibitions, events and demonstrations.
- Negotiating variations in price, delivery and specifications with your company's managers.
- Advising on forthcoming product developments and discussing special promotions.

ACADEMIC CHRONIC :

SSLC 2004

HSE (+2 Commerce (Kerala Education Council)

Automobile engineering (Diploma 2006-2009)

Institute of Technical Course (Auto Mobile Engineering)

COMPUTER SKILL :

Ms Office (Ms word, Excel, Power point, Outlook)

KEY STRENGTHS

- The ability and desire to sell.
- Excellent communication skills.
- Strong commercial awareness.
- A confident and determined approach.
- Resilience and the ability to cope with rejection.
- A high degree of selfmotivation and drive.
- The ability to work both independently and as part of a team.

Reference :

Available upon request.

I hereby declare that the above-furnished information is true to the best of my knowledge .

RISHAD M.R