



SAHAD MA

✉ sahad.anus@gmail.com

☎ 09605142434

KEY SKILLS

Communicator
Adaptability
Problem Solving
Motivational Leader

Team Player
Critical Thinker

Customer Service
Negotiation Skill

Time Management

Versatile, high-energy professional, successful in achieving business growth objectives within turnaround & rapid changing environment



WORK EXPERIENCE

MCP HYUNDAI as Team Leader - Kerala, India-2019-2022

Job Responsibilities: -

- Every working days will conduct morning meeting and demonstrate the new product also dealing customer complaints.
- Hires, trains, motivates and monitors the performance of the sales team.
- Directs and schedules the activities of team employees, ensuring proper staffing at all times.
- Implements and maintains a prospect tracking and follow up system.
- Helps sales people close deals when necessary.
- Maintains professional appearance. Attends sales meetings.

AL AMEEN TOYOTA as Parts Sales Man.

Kuwait 2017-2019 (Mitsubishi, Nissan, Chevrolet, Ford)

- Help customers find the spare parts they are looking for.
- Read catalogs to determine new parts on market.
- Ensure all necessary parts are stocked and ready for purchase.
- Order new parts from catalog as needed.
- Determine replacement parts required, according to inspections of old parts, customer requests, or customers' descriptions of malfunctions.
- Look over machine, product, or car to determine what part is needed.



EDUCATION

● KSBBA Body Building & Fitness
Training Certificate Course- Kerala -
India 22-09-2017

● Diploma in Automobile
Engineering Kerala-India-2011-
2013

● Higher Secondary School kerala -
India
Commerce - 2009-2010



IT SKILLS

Micro soft office Tools,
MS-Excel, MS-Word, Power
Point.

PERSONAL DETAILS

Date of Birth:15 July1992
Languages Known:English,
Malayalam, Hindi, and Arabic (basic)
Nationality:Indian.
Passport:N5654628
Marital Status:Married
Hobbies: Fitness Trainer

ACHIEVEMENTS

Received best performance award
from Resident Dealer Sales
Consultant in 2020

- Locate other vendors who have the part if it isn't carried in store.
- Recommend substitute parts or show customers how to modify parts.
- Examine parts for defects,Exchange defective parts,Check out customers.
- Take cash, check, or credit card for purchase and dispense change.
- Take orders over the phone.
- Sell parts to repair garages, retail shops, truck and bus companies, dealers, and the public.
- Mark and store parts in stockroom according to prearranged system.
- Set up merchandise for display.
- Answer the customers' questions or problems.
- Use knowledge of machines and equipment to discuss the use and features of parts.
- Look up stock numbers and prices for parts in catalogs or on computers.
- Receive and deliver parts to customers.

MCP HYUNDAI as Sales Consultant-kerala-India 2014-2017

- Customer welcome.
- Customer communication.
- Understanding customer needs and answering questions.
- Product experience and explaining products.
- Information about competing products.
- Negotiation and closing the deal.
- Documentation and delivery.
- Customer care in post sales.