

NABIL ABDUL RAUF SAYED

Mobile: +91 9167413308 Email: nabilsayed818@gmail.com

Area of Specialization / Preferred Industries:

- Customer Relationship Management
- Strategic Planning
- Relationship Management

WORK EXPERIENCE:

1. MAHINDRA & MAHINDRA LTD

MAHINDRA BUSINESS SOLUTIONS: 20TH August, 2018 - 31ST January 2021

MAHINDRA HOLIDAYS AND RESORTS INDIA LTD. (CLUB MAHINDRA: 1ST February 2021 - 1ST January 2022

2. SHIVAM AUTOZONE NEXA ANDHERI EAST : 14th January 2022 – TILL DATE

MAHINDRA SYOUV

- Interacted with potential customers to collect information and encourage purchases.
- Greeted customers and ensured a positive shopping experience by answering questions, recommending styles and sizes
- Often called on to assist high profile customers as well as potentially disgruntled repeat clients
- Responsible for approaching new customers and initiating the sales process to completion.
- Utilized social media to stay in touch with existing clients and interest prospects in vehicles.
- Worked closely with customer service staff to make sure that customers were satisfied with their new vehicles
- Trained junior sales associates through group classes and one-on-one mentoring.

CLUB MAHINDRA

- Listening to customer requirements and presenting appropriately to make sales
- Maintaining and developing relationships with existing customers in person via calls and mails
- Cold calling to arrange meetings with potential customers to prospect for new business
- Responding to incoming mails and phone queries
- Acting as a contact between a company and its existing and potential markets
- Negotiating the terms of agreement and closing sales

SHIVAM AUTOZONE

- Need analysis of walking customer. Understand their need and requirements.
- Carwale car dekho leads follow up arrange meetings with potential customers to prospect for new business.
- Making relationship with customers for future references.
- Visiting their home and offices to close the deal of potential customers or else convince customer to visit the dealership.
- Acting as a contact between company and its existing and potential markets From the time of booking and till the time of delivery of the car proper follow up with customers and assuring all things will be done by their desire dates.
- Negotiating the terms of agreement and closing sales

ACHIEVEMENTS:

- Received the **“BEST PERFORMANCE INDIVIDUAL”** award.
- Received the **“ BEST SCORING STRIKER INDIVIDUAL”** award.
- Received the **“ MAXIMUM ACCESSORIES. SOLD INDIVIDUAL”** award.
- **MARUTI SUZUKI CERTIFIED RELATIONSHIP MANAGER**

EDUCATION:

- ☐☐Tenth passed from S.S.C Board.
- ☐☐Twelfth passed from H.S.C Board. (Commerce)

KEY STRENGTHS:

- ☐☐A proportional combination of Devotion, Dedication and Determination.

- ☐☐ Good Analytical Skills.
- ☐☐ Energetic and Quick Learner.
- ☐☐ Responsible, Creative & Optimistic.

PERSONAL DETAILS:

Full name : Nabil Abdul Rauf Sayed
Marital Status : Engaged
Date of Birth : 05 August, 1994
Nationality : Indian
Availability : Immediate