

Farish Rahman

Mechanical engineer

Malaz, Riyadh

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Objective

Results-driven Senior Sales Manager with a mechanical engineering background and extensive experience in automotive sales. Proven track record of leading high-performing sales teams, driving revenue growth, and expanding market share through strategic planning, data-driven decision-making, and customer relationship management. Skilled in team mentoring, and business development. Seeking to leverage my leadership, sales expertise, and analytical skills to contribute to a dynamic organization in the Gulf region, achieving business growth and operational excellence.

Experience

- **Suzuki** Branch Manager 01/04/2024 - 31/01/2026

After a few period of time I was offered high authorities at KVR and I was results-driven Branch Sales Manager with a strong track record of building up and leading high-performing teams and consistently exceeding sales targets. Skilled in team coordination, performance monitoring, and data-driven strategy execution, I successfully controlled branch operations, motivated my team, and drove sustainable business growth beyond set goals.

- **Suzuki** Sales Officer 01/12/2022 - 28/02-2024

This was my second professional role in Maruti Suzuki India Ltd. , where I joined as a Sales Officer in KVR Autocars and took charge of customer acquisition, lead management, product demonstrations, and deal closures while consistently exceeding individual targets. Through strong market understanding, customer-focused selling, and team support, I earned a promotion to Branch Sales Manager, where I successfully led the team and overachieved branch-level sales targets.

- **AM Motors** Relationship Manager 01/06/2022 - 30/11/2022

I began my automotive career with a 6-month intensive training at AM Motors as a Relationship Manager, where I developed strong skills in customer engagement, lead handling, follow-ups, and closing techniques. After completing my training, I moved to KVR as my second professional role, starting as a Sales Officer. Through consistent target achievement, strong customer relationship management, and performance-driven selling, I was promoted to Branch Sales Manager, where I successfully led the team and consistently overachieved branch sales targets.

Education

- **MEA Engineering College** B.Tech 2018-22
- **PTMHSS Thazhekode** Higher secondary 2015-17
- **ISS Senior Secondary School** SSLC 2014-15
- **Al Huda International School Riyadh** High Schooling 2003-2013

Skills

- Technical Skill: Sales Engineering, Mechanical Systems, Product Demonstration, Technical Sales, Mechanical knowledge, Cost Estimation, Product Launch, Technical Presentations
- Analytical Skills: Market Analysis, Data Analysis, Problem-Solving, Root Cause Analysis, Lead Generation, Sales Targets, Prospecting, Solution Selling, Cross-functional Collaboration, Negotiation Skills
- Leadership Skills: Leadership & Operations, Project Management, Industry Networking, Contract Management, Team Leadership, Strategic Planning, Branch Management, Performance Enhancement, Business Expansion, Customer Engagement
- Communication Skills: Customer Retention & Satisfaction, Strong Communication, Interpersonal Skills, Presentation Skills, Client Relations, CRM Software, After-Sales Service, Customer Trust Building, Adaptability & Resilience, Public Speaking

Projects

• **Hydrogen Hybrid Vehicles (Hy-wire Cars)**

Developed a project focused on the concept of hydrogen-powered hybrid vehicles as a sustainable alternative to conventional internal combustion (IC) engines.

Explored the scope, feasibility, and future potential of hydrogen as a clean fuel source to reduce vehicular pollution. Highlighted innovative design concepts of Hy-Wire vehicles emphasizing zero-emission energy systems and environmental sustainability.

• **Patient Care Ramp Drive**

Designed and developed a mechanical ramp system to facilitate safe and efficient transport of patients on stretchers in hospitals. Focused on load distribution, inclination angle optimization, and stability mechanisms to ensure patient safety and ergonomic handling for staff during emergency situations.

Achievements & Awards

- As Branch Manager: •Best Target Vs Achievement in Q1 FY24-25. •Best Target Vs Achievement in Q2 FY24-25. •Best Target Vs Achievement in H1 FY24-25. •Best Target Vs Achievement in Q4 FY24-26. •Best Branch Manager for the FY24-25 for Top Target Vs Achievement. •Best Target Vs Achievement in Q1 FY25-26. •Best Target Vs Achievement in Q2 FY25-26. •Best Target Vs Achievement in H1 FY25-26. •Best Target Vs Achievement in Q3 FY25-26.
- As Sales Officer •Top sales for H1 FY 2022-23 in category of freshers. •Best sales officer for the FY 23-24 for High volume sales. •Best sales officer for the FY 23-24 for Zero Customer Complaints
- Sales captain Awarded by Maruti Suzuki India Ltd. In the period FY25-26
- Sales expert Awarded by Maruti Suzuki India Ltd. In the period FY24-25
- Awarded for Highest Value added services like: •Maruti Suzuki Genuine Accessories FY 24-25 •Maruti Extended Warranty FY 24-25 •Maruti Finance FY 24-25 •Highest Per car MSGA in YTD FY 25-26

Interests

- Automotive technology trends and EV innovations
- Attending auto expos and industry events
- Sales strategy development and market analysis
- Leadership development and management books
- Networking with automotive professionals
- Automotive video content creation

Languages

- English
- Arabic
- Hindi
- Urdu
- Malayalam

Internship

• KOMPETENZEN TECHNOLOGIES

- Successfully completed Internship entitled Electrical and Hybrid Vehicles - 29 Days Internship "Automotive IOT & Electric car" from 9th September 2021 to 1st October 2021. During the period of Internship.
- Gained practical exposure to the design, operation, and maintenance of electric and systems.
- Understood fundamentals of battery management, power transmission, and energy efficiency.
- Assisted in analyzing performance parameters and testing vehicle components.

• MECON-CFC (Govt. reg. No: CDP/MPM/04)

National Level Training Institute (Mechanical Industrial Works & Powder Coating Technology)

Received hands-on training in mechanical fabrication, industrial processes, and coating technologies. Learned about surface preparation, powder coating techniques, and quality control standards. Developed practical understanding of mechanical system operations and industrial safety practices.

Personal Details

- Nationality : Indian
- Driving Licence : Valid Saudi driving license
- Iqama : Valid and Transferable Iqama for 15 Months.

Reference

• Saifudheen - "KVR Autocars Pvt. Ltd. "

Sales Manager
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00919747020736

• Sudheep T - "KVR Autocars Pvt. Ltd. "

HR Manager
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Additional Information

Started my career as a Sales Officer and steadily progressed to the position of Branch Manager through consistent performance, strategic sales planning, and strong customer relationship management. My growth within the organization reflects my ability to lead teams effectively, achieve targets, and contribute to overall business expansion.

Throughout my career, I have been recognized and awarded for outstanding sales performance and leadership excellence. My achievements demonstrate my commitment to delivering results, driving team success, and maintaining high standards of professionalism and customer satisfaction.