

PRANJAL SHASTRI (B.E - ELECTRONICS & TELECOMMUNICATION)

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Phone: +91-7772044440

INDIA : Chhattisgarh

CAREER OBJECTIVE:

To work in an esteemed organization that can provide me to learn and grow. Where my knowledge, ability and skills can be enhanced in a dynamic manner.

Highlights, Skill Sets & Experience Summary

1. Currently working with **Volvo Cars India** (Raipur) as Sales Manager - Leading a team of four people for sales and customer relationship.
2. In my current role I am involved in understanding client's requirements, suggesting perfect products, do product presentations, product demonstration, making technical, commercial & corporate proposals. Coordinating with the Sales and Service team throughout the process.
3. Previously worked as Assistant Sales Manager with **Jaguar Land Rover India & Audi India**
4. I have **excellent customer handling skills**, I have been involved in roles where I had to visit customers and do the need analysis for the best product (luxury cars) to offer. I have worked on urban and rural areas for the same and have an excellent knowledge of automobiles (cars & motorcycles).
5. I have great **communication, presentation, negotiation, PR & management skills**. Have got various appreciations and awards from customers, team members & the management team for these skill sets of mine. I am a team player and I strongly believe that if we work as a team anything can be achieved.
6. I have done the deals directly with corporate clients.
7. I have experience in handling escalations & working with other teams like Sales, Service, and Engineering and Consulting etc.
8. I have received certificates of excellence and appreciation from brands like **Audi & Jaguar Land Rover**.

Professional Experience:

Tenure: FEBRUARY 2018 TO PRESENT

Company: VOLVO CARS INDIA.

PRODUCTS: CAR'S & SUV'S

PROFILE: SALES MANAGER(C.G)

Responsibilities:

- 1) Business development & growth.
- 2) Customer relation & support.
- 3) Sales.

Tenure: AUGUST 2015 TO JANUARY 2018

Company: AUDI INDIA.

PRODUCTS: CAR'S & SUV'S

PROFILE: ASSISTANCE SALES MANAGER(C.G)

Responsibilities:

- 4) Business development & growth.
- 5) Customer relation & support.
- 6) Sales.

Tenure: JULY 2014 TO JULY 2015Company:

JAGUAR LAND ROVER INDIA.

PRODUCTS: CAR'S & SUV'S

PROFILE: ASSISTANCE SALES MANAGER(C.G)

Responsibilities:

- 1) Business development & growth.
- 2) Customer relation & support.
- 3) Sales.

Tenure: MAY 2011 to JUNE 2014

Company: MICRO TECHNOLOGIES (C.G)

Designation: ASM & SERVICE OFFICER (ELECTRONIC SECURITY SYSTEM)Profile:

Area Sales Manager & SERVICE OFFICER (C.G)

Tenure: MARCH 2010 to MARCH 2011

Company: EXIDE INDUSTRIES LTD. (C.G)

Designation: SERVICE OFFICER (C.G)

Profile: SERVICE HEAD (C.G)

Tenure: JANURARY 2009 to FEBURARY 2010

Company: TATA MOTORS (C.G)

Designation: TEAM LEADER

Profile: SALE

PROFESSIONAL ACCHIVEMENTS:

India Level One Certificates: Audi INDIA.

India Level One Certificates: Jaguar Land Rover INDIA.

Academic Detail:

Qualifying Examination	Name of Institution	Board / University	Year of Passing	% Marks (Div / Class)
B.E.	S.S.C.E.T BHILAI	Pt. R.S.S.U	2008	73.8%
Std. XII	B.N.S SEC.10	C.G.B.S.E.	2004	65.8%
Std X	V.H.S.S	C.G.B.S.E.	2002	71.2%

Personal Details:

Father's Name : Mr. H.B. SHASTRI

Mother's Name : Mrs. SANDHYA SHASTRI

Date of Birth : 31ST of MAY 1986

Correspondence Address : New Adarsh Nagar, Zone 1, Street 1,
Plot 45, Durg (Chhattisgarh) Pin- 491001.

HOBBIES : OUTDOOR SPORTS, MUSIC, BIKING.

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DECLARATION

I declare that all the information provided above is true to the best of my knowledge and belief.