

RENJITH T.R
THOLOOR HOUSE
THRIKKAKKARA P.O
KOCHI – 21



Objective

Seeking challenging growth opportunities in sales & Marketing, Business Development, Channel Management & Business Operation with leading Organizations.

Key Skills:

- » Over 20 Year's Experience involves in sales & Marketing, Business Development, Channel Management, Key Management, New Marketing Development and operations in automobile, auto finance and insurance.
- » Currently with Sai Service Pvt. Kochi As Sales Manager.
- » Recorded success in automobile sector for business development.
- » A Proactive planner with abilities in devising effective strategies for augmenting business, identifying and penetrating new market segments, promoting products for business excellence .
- » Proven performer with an excellent track record in sales across assignments.
- » An enterprising leader with strong analytical, problem solving & Organizational abilities.

Business Development:

- » Analyze business potential, conceptualize & execute strategies to drive sales, augment turnover and achieve desired targets.
- » Monitor competitor activities and devise effective counter measures.
- » Identify new segment through Market Research from Primary / Secondary sources, evolve market segmentation & penetration strategies to achieve product wise targets.

Automobile Marketing :

- » Explore commercial vehicles market and collect market and collect market intelligence reports for developing key entry strategies to penetrate new segments.
- » Monitor execution of order, follow-up for after sales service compliance, coordination with financiers, Insurance companies, ensuring
- » Parts availability, interaction with RTOs, etc to achieve customer DE lightness

Business Operations :

- » Monitor trade funds with NBFCs.
- » Handle RTOs and consumer redressal forum related documents and queries.

Experience:

- » Maxim Trades Pvt. Ltd., Ernakulam as sales Manager March 2000 - 2010

A Private Limited Company having automobile dealership of Swaraj Mazada and Mahindra & Mahindra Vehicles, I C M L car sales service activities at Alleppy, Kottayam, Ernakulam, Trissur an Palakkad districts in kerala. Based at Cochin and employed 180 people and having turnover of 45 cores at current business volumes.

- » Sai Service Pvt. Ltd. As Sales Manager, since 2011 to 2017. Company having Maruti Vehicles dealership in India
- » Indus Motors LCV Pvt Ltd as a Sales Manager

Educational Profile

- » B.Com. Degree from M.G. University.
- » Diploma in Mechanical Engineering.
- » Pre- Degree from M.G. University.
- » S.S.L.C. from Kerala School Education Board.

Personal details

Date of birth : 16-05-1976
Gender : Male
Nationality : Indian
Marital status : Married
Languages Known : English, Hindi & Malayalam

Declaration:

I hereby declare that all the above stated information is true to the best of my knowledge.

Place:

Date:

RENJITH T.R.