

# IMRAN KHAN

## SALES MANAGER



### PROFILE SUMMARY

Dynamic and results-oriented Sales Manager with over 6 Year of extensive experience in the automotive industry. Proven track record of driving sales growth through effective leadership, strategic planning, and market analysis. Skilled in building and maintaining strong client relationships, leading sales teams, and implementing innovative marketing strategies. Proficient in leveraging data analytics to optimize sales performance and enhance Customer satisfaction.



### LANGUAGES

English: Fluent

Hindi: Fluent

Nepali: Native



### SKILLS

- Communication Skills
- Operational Expertise
- Strategic Planning
- Analytical Skills
- Sales Expertise
- Negotiation Skills
- Team Leadership
- Time Management
- Technical Knowledge
- Hire and train sales personnel
- Team Player
- Detail Oriented
- Computer Basics, Email Internet

### CONTACT

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Bhairhawa, Nepal



### PROFESSIONAL EXPERIENCE

#### SALES MANAGER

**Carbon hood Car Zone (Authorized dealer of Volkswagen) Nepal | 2018-2022**

- Setting sales targets and providing guidance to the sales team to achieve them
- Monitoring sales performance and analysing market trends to identify areas of improvement
- Coordinating with other departments such as finance and inventory management to streamline processes
- Conducting regular team meetings to discuss sales strategies, address challenges, and motivate the team
- Tracking and reporting on key sales metrics to dealership management
- Handle escalated customer complaints or issues, ensuring prompt resolution and customer satisfaction
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- Participating in negotiations for higher-value deals or complex sales transactions

#### MANAGER

**Carbon hood Car Zone (Authorized dealer of Volkswagen) Nepal | 2022-Present**

- Developing and implementing sales strategies to achieve showroom sales targets and quotas
- Monitoring and analyzing sales performance, identifying areas for improvement and adjusting strategies as needed.
- Recruiting, train, and mentoring sales staff to create a knowledgeable and motivated team
- Managing & operating budgets and expenses effectively while maximizing profitability

### EDUCATION

**I. Com (Management) – HSEB Board Nepal**

Sunshine Boarding School | 2011

**BBS – TU**

Bahumukhi Campus | 2015

