



MUHAMMED HASHIM KV

PROFESSIONAL OVERVIEW

Demonstrated success in streamlining sales processes to maximize efficiency. Interprets high-level sales strategies and translates them into system and process requirements to support execution and drive business impact. Proven expertise in CRM, adept at creating reports and managing dashboards to extract key business insights

PROFESSIONAL EXPERIENCE

Branch in Charge

Bajaj Auto Ltd (01-2025 to 06-2025)

Key responsibilities

- Managed daily branch operations
- Supervised staff performance and ensured smooth team coordination
- Maintained inventory control and timely reporting to head office
- Handled customer queries and ensured resolution within service standards
- Achieved monthly sales targets and ensured high customer satisfaction

Sales Operations, Team Leader

Royal Enfield Motors Limited (2018 to 2024)

Key responsibilities

- Delivered clear instructions and support to team members, resulting in the successful achievement of goals.
- lead and supervise team members, ensuring adherence to deadlines and quality standard
- Monitor team performance, conduct performance evaluations, and provide constructive feedback
- Resolve conflicts and address issues within the team promptly and effectively
- Supervise and mentor team members, providing guidance on sales techniques, customer service, and product knowledge
- Build and maintain strong relationships with customers, ensuring exceptional service and satisfaction
- Oversee inventory levels, track stock movements, and ensure availability of popular bike models and accessories
- Analyse sales data, identify trends, and implement strategies to optimize sales performance and meet targets

MUHAMMED HASHIM KV

PERSONAL INFORMATION

Date of Birth: 16-Aug-1995

Sex: Male

Nationality: Indian

Marital Status: Married

Passport No: C0799284

Visa: Employment Visa with
NOC

CONTACT INFORMATION

Phone: +974 7132 6583

Email:
kvmuhammedhashim@gmail.com

COMPUTER SKILL

Microsoft Office

MSD

Basic computer skill

Adobe Photoshop

LANGUAGES KNOWN

Malayalam

English

Hindi

Tamil

Skills

- Sales analytics
- Inventory management
- Sales performance analysis
- Budgeting
- Expense management
- Coaching and Mentoring
- Sales Training
- Staff Development
- Sales Reporting
- Sales Strategy Implementation
- Team motivation
- Order Management
- Revenue development
- Customer relationship management

Technical Knowledge

- Active listening
- Product knowledge
- Problem solving
- Time management
- Prospecting
- Collaboration
- Customer satisfaction
- Business development
- Customer service
- Communication skills
- Negotiation

Award and Recognition

- Being recognized internally for leadership excellence and team performance
- Awarded to the team leader whose team achieves the highest sales figures within a given period
- Awarded to the team leader who drives significant year-over-year sales growth

Senior Sales Consultant

Hyundai Motor India (2014 to 2018)

Key responsibilities

- Implemented effective customer targeting techniques and devised sales strategies for Hyundai car models to maximize revenue.
- Offered expertise in guiding customers towards the ideal car for their specific preferences and budget.
- Assisted clients in making informed decisions about vehicle purchases based on their unique requirements and available funds
- Develop strategy to achieve Segment wise targets and to maximize the profitability to the Company by selling various other products, accessories and in house Insurance packages
- Plan attractive offers within the permitted scale and budget to attract customer and induce them to close deal
- Maintain strong relationship and close co-ordination with Vehicle Finance team to arrange disbursement of the Loan at the soonest possible time and also for booking incentives for the benefit of the organization
- Maintains relationships with clients by providing post sale support, information, and guidance; researching and recommending new opportunities and service improvements.

ACADEMIC RECORD

Plus Two
Board of Higher Secondary Exam

SSLC
Board of Public Exam

I certify that the information provided in this resume is true and accurate to the best of my knowledge.

MUHAMMED HASHIM KV

Note: Reference can be available upon request.