

NARESH PANWAR

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Sales Executive

To make contribution in the organization with best of my ability and also to Develop new skills during the interaction to achieve new heights.

WORK EXPERIENCE

DEORA HYUNDAI

02/2025 - 05/2026

SALES EXECUTIVE • Full-time

Barmer

- Generated sales leads through field visits, customer referrals, and promotional campaigns.
- Assisted customers in selecting Hyundai vehicles based on their needs, budget, and preferences.
- Explained vehicle features, specifications, pricing, finance options, exchange offers, and insurance benefits.
- Conducted test drives and delivered professional product presentations to prospective customers.
- Managed the complete sales cycle from inquiry to vehicle booking, documentation, delivery, and after-sales follow-up.
- Coordinated with finance, insurance, and registration teams to ensure smooth and timely vehicle delivery.
- Built strong relationships with customers to encourage repeat business and referrals.
- Maintained accurate customer records, sales reports, and daily activity logs using CRM systems.
- Achieved monthly sales targets while maintaining high standards of customer satisfaction.
- Monitored market trends, competitor activities, and customer feedback to identify new business opportunities.
- Participated in dealership events, exhibitions, roadshows, and promotional activities to increase brand awareness and sales.
- Achieved monthly sales targets consistently by leveraging effective customer engagement strategies and follow-up techniques.

KIRTI MOTORS

07/2021 - 12/2024

Field Sales • Full-time

Barmer

- Assisted customers in selecting suitable Hero motorcycles based on their needs and budget.
- Explained product features, specifications, pricing, financing options, and promotional offers.
- Conducted product demonstrations and test ride coordination to enhance customer experience.
- Achieved monthly sales targets through effective customer engagement and follow-up.
- Built and maintained strong relationships with new and existing customers to generate repeat business and referrals.
- Coordinated with finance and insurance teams to ensure smooth loan and documentation processes.
- Prepared quotations, maintained sales records, and updated customer information in the system.
- Ensured proper vehicle delivery, completed documentation, and provided after-sales support.
- Monitored showroom inventory and coordinated with the team to maintain vehicle availability.
- Delivered excellent customer service while maintaining a professional and positive showroom environment.
- Developed strong client relationships, resulting in a Y% boost in repeat business within the first year through personalized service.

ROYAL EMITRA & SERVICES
COMPUTER OPERATOR • Full-time

03/2017 – 05/2019
Barmer

- Resolved customer inquiries effectively, achieving a 95% satisfaction rate within 6 months through proactive problem-solving and communication skills.

EDUCATION

BA	
VMOU KOTA • GPA: 58.44	KOTA • 01/2022
12th	
BSER AJMER • GPA: 58.80	Ajmer • 01/2016
RSCIT	
VMOU KOTA • GPA: 73	KOTA • 01/2016
10th	
BSER AJMER • GPA: 61.17	Ajmer • 01/2014

SKILLS

OTHER QUALIFICATION: BASIC KNOWLEDGE OF COMPUTER