**LIPIN DEVASSIA**

**Phone: (+968) 97909620 | Email: libindevasia73@gmail.com**

| Availability: Within 2 Months

**Seven** **years of sales, customer service and automobile parts and inventory management experience in automotive and industry. Consistent, hardworking, always eager to learn and looking for opportunities to grow.**

**BACKGROUND**

* **4.5 years of experience in Automobile Spare Parts Sales and Marketing.**
* **3 years of experience in Automobile Sales.**
* Working with Saud Bahwan Automobile LLC, Toyota Division, Oman as **Senior Sales Consultant**.
* Worked with Indus Motos, Maruti Dealership, Kerala, India as a **Sales Executive.**
* Experienced in all aspects of customer service and able to handle multiple tasks simultaneously
* Hands on experience in handling day to day customer queries & resolving issues

**EDUCATION**

* **Master of Business Administration –** Currently pursuing via Distance Education under

Bharathiar University, India

* **BSC Computer Science –** Don Bosco, Sulathan Bathery, Calicut University, India

**RESPONSIBILITIES**

**Senior Sales Consultant | Saud Bahwan Automotive LLC**

* Managing the sales and identifying the right parts for customers a inventory of branch
* To ensure the achievement of targets with emphasis on sales of spare parts.
* Handling credit - Government, Fleet and Garage. Which involves understanding customer needs, cost benefit matching, accepting orders, preparing quotation, negotiation, arranging delivery to respective locations, outdoor sales coverage, timely collection of cash from customers as per their allotted payment cycle.
* Handling service – Service repair orders, preparing quotes for service estimates and arranging parts.
* Inventory Planning and Management which involves carrying out checks on incoming spare parts, fixing maximum and minimum stock, new items ordercontrol, managing of slow moving and excess stock control on regular basis and discrepancy management
* Attaining expertise in AS400 system, EPC (Electronics Part Catalogue) and Parts System (SAP Interface)
* Keeping records of cash, credit, service and warehouse documents as per ISO guidelines.

**As a Sales Executive | Indus Motors Maruti Suzuki**

* Lead Generation, relationship building with new and existing customers
* Organising sales visits, campaigns and promotions
* Introducing new products, demonstrating and presenting products
* Guiding customers through the entire sales process
* Negotiating the sale price, including any trade in value for customers old car
* Working out finance, including cash and car loans
* Selling accessories and after sales service
* Closing the sales and completing paper work
* Providing sales management information by completing reports and after sales follow up

**Personal Details**

* Date of Birth : 05-03-1990
* Gender : Male
* Nationality : Indian
* Languages : Malayalam,English,Hindi,Arabic,Tamil.
* Marital status : Married
* Home Address : Madukkayil House,

Vazhavatta post,Wayanad district.

Kerala,India.

Pin 673122.

**Passport Details**

* Passport Number: L-4884455
* Place of Issue : Kozhikode,Kerala,India.
* Date of Issue : 20-12-2013
* Date of Expiry : 19-12-2023

**References: Will be furnished on request**