



Ranajit Saha
Lexus (Tata) Motors Ltd. | Assistant General Manager | Kolkata, India

BASIC INFORMATION

Experience in:	Automobile Industry
Email:	ranajitsaha.59@gmail.com
Phone:	+91 9830418625, 9434190487.
Language:	English, Bengali, Hindi.
Address:	Anand Vihar, Phase-Iii, Block-C,1st Floor, Flat No-11,25 Nagendra Nath Road, Sathgachi, Nagar Bazar, Dum Dum, Kolkata-700028.

CAREER CONTOUR

I am unwavering, meticulous, and highly competent in the **Automobile Industry** I have a consistent record of transporting the best results-driven work with a proven ability to implement my work in an organized manner for **27+ years** of my successful career.

My expertise:- **Automobile Industry – Sales Management, Business Development, Team Management, Customer Relations, Network Expansion, Performance Monitoring, Market Exploration, Regional Operations, Target Achievement, Sales Strategy, MIS Reporting, Administration Operations, Process Optimization, Product Distribution.** I have in-depth knowledge of all the management ethics. I possess effective communication skills and am a team player with strong organizational, Logistical, and problem-solving abilities.

I have great exposure to working with large-scale organizations like **Lexus (Tata) Motors Ltd., Epitome Tradelink Pvt. Ltd.** I have well-versed skills in analysis, problem-solving, and coordination, which make me so successful and dedicated. Strong influencing and negotiation skills coupled with a proven ability to think in and out of the box, generating new solutions.

I have commenced my profession as an **Executive** and risen to **Assistant General Manager** in a reputed company. I would like to see myself growing with the passing years of hard work and dedication. I have been awarded many accolades for my result-oriented hard work.

Armed with a multitude of competencies and work experiences, I am confident to carry forward any organization's vision & objectives with sufficient ease and dedication to my job responsibility.

EXPERIENCE

Jun'2016 – Till Now | Lexus (Tata) Motors Ltd. | As Assistant General Manager

Responsibility:-

- **Team Management:** Develop and sustain a high-quality, well-motivated team of DSMs, DSEs, TLs, and BMs, managing a team of 114 executives across 13 branches (South 24 Parganas, North 24 Parganas, Hooghly, and Howrah).
- **Staff Morale and Ethics:** Ensure high staff morale, trust, and adherence to work ethics.
- **Customer Service:** Deliver excellent customer service to meet internal customer expectations and build effective relationships.
- **Compliance:** Ensure compliance with statutory regulations on documentation and loan approval.
- **Relationship Building:** Establish and maintain relationships with financial companies and banks.
- **Training:** Conduct regular training sessions at dealerships.

- Market Analysis: Collect and analyze competitor pricing.
- Network Development: Provide support for network development.
- Business Development: Develop and expand sales and profitability, ensuring accurate forecasting, comprehensive outlet coverage, and efficient field force productivity.
- Performance Monitoring: Monitor and analyze performance metrics for all DSMs, DSEs, TLs, and BMs, addressing attrition issues.
- Sales Promotion: Implement sales promotional activities.
- Market Exploration: Identify and explore new markets to tap profitable business opportunities.
- Business MIS: Prepare Business MIS and daily trackers, and follow up on the pipeline.
- Meetings and Resolutions: Conduct development and sales meetings, and resolve customer complaints.
- Dealer Education: Conduct regular visits for dealer education and motivation.
- Dealership Maintenance: Maintain dealership CPSC standards.

PREVIOUS EXPERIENCE

- *Aug'2015 – May'2016 | Epitom Tradelink Pvt Ltd. | As Head –Admin and Operation*
- *Mar'2012 – Jul'2015 | Rose Valley Group of Companies | As Zonal Manager*
- *Jan'2001 – Mar'2012 | The Peerless General Finance and Investment Company | As Sales Head – Financial Product Distribution*
- *Jun'1997 – Jan'2001 | Kerala Transport Company | As Business Development Officer*

ACHIEVEMENTS

- Promoted from Dealer Sales Manager to Assistant General Manager at Lexus (Tata) Motors Ltd.
- Headed Operations at Epitom Tradelink Pvt Ltd.
- Promoted from Management Trainee to Sales Head at The Peerless General Finance and Investment Company Ltd.
- I advanced from a management trainee to a business development manager at Kerala Transport Company.
- Managed a team of 114 executives across 13 branches.
- Led sales and operations at Epitome Tradelink Pvt Ltd.
- Oversaw 8 regional offices at Rose Valley Group.
- Expanded sales and profitability at Lexus Motors Ltd and Peerless General Finance.
- Developed and retained high-performing teams.
- Ensured compliance with health, safety, and statutory regulations.
- Delivered excellent customer service and resolved complaints.
- Conducted audits and maintained high-quality standards.

ACADEMIC FORTE

- B.Com (Hons) from Goenka College of Commerce & Business Administration in 1995.
- M.Com from Calcutta University in 1997.
- Diploma in Computer Science & Application.

Training and Certifications:

- AMFI Certified.

TECHNICAL PROFICIENCY

Well versed with

- Ms office
- Windows
- Internet application

Advice for Contacting: I'm always open to conversation, networking with like-minded professionals, or discussing future prospects. Connect with me on Linked In or contact me at ranajitsaha.59@gmail.com.