Abdul Vahith



Sales Executive

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Career Overview

Results-driven Sales Executive with 3+ years of experience in automobile spare parts, two-wheeler sales, and financial products. Skilled in multi-brand parts identification, counter sales, invoicing, and achieving sales targets, with a strong focus on customer relationships and cross-team coordination.

Work Experience

Two Wheeler Sales Representative
DriveX Mobility Pvt Ltd — Chennai, India | Jan 2025 – Jul 2025

- Handled customer walk-ins and delivered clear explanations of vehicle models, features, and pricing.
- Guided customers through test rides and helped them make informed vehicle selection decisions.
- Managed all sales documentation and coordinated with finance partners for smooth loan processing.
- Maintained high levels of customer satisfaction throughout the sales and delivery process.
- Consistently met monthly sales targets and conducted regular follow-ups with prospective leads.

Sales Executive – Automobile Spare Parts
Meezan Abdul Hakkim Alodhaib — Riyadh, Saudi Arabia
Sep 2022 – Dec 2024

- Specialized in sourcing and selling spare parts for Japanese, German, American, and Korean vehicles.
- Accurately identified compatible spare parts based on vehicle model, year, and specifications.
- Assisted customers with precise part selection for a wide range of multi-brand vehicles.
- Operated counter sales and maintained consistently high customer satisfaction standards.
- Coordinated with store and warehouse teams to check stock availability and manage inventory.
- Prepared detailed quotations, invoices, and delivery notes for all customer orders.
- Achieved monthly sales targets consistently and handled repeat business from key clients.
- Followed up on pending payments and outstanding invoices in a timely manner.

Relationship Executive
Innov Services Pvt Ltd — Chennai, India | Sep 2021 – Feb 2022

- Sold SBI Credit Cards across Gold, Silver, and Platinum tiers to prospective clients.
- Verified customer KYC documentation in line with banking compliance requirements.
- Prepared and submitted daily and weekly non-payable account reports accurately.

Educational Background

Bachelor of Business Management

Jamal Mohamed College, Trichy, India
Jul 2018 – Apr 2021 | CGPA: 8.1 / 10
Relevant Coursework: Financial Accounting, Computer Science & Management

Core Skills

- Auto Spare Parts Sales
- Customer Handling & Relations
- Billing & Invoicing
- Stock Coordination
- Sales Target Achievement
- Negotiation Skills
- MS Excel & Computer Literacy

PARTS KNOWLEDGE

- Engine & Transmission
- Brake System (Pads, Discs, Calipers)
- Suspension & Steering
- Electrical & Electronic Components
- Filters, Oils & Consumables
- Body & Interior Parts

Strength

- Customer-Focused Approach
- Target-Driven Performance
- Attention to Detail
- Team Collaboration
- Adaptable & Flexible
- Effective Multi-tasking

Languages

- English - Fluent
- Tamil - Fluent
- Arabic - Working Proficiency
- Hindi - Basic

Declaration

I hereby declare that all information provided is true and correct to the best of my knowledge.