

Jas Samra

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Summary

I am writing to express my strong interest in the HGV Driver position at your company.

As a newly qualified Class 1 driver (C+E) with a completed CPC module 4, I am eager to bring my skills and dedication to your team.

I have over 20 years of driving experience with a full driving licence with no endorsements or penalties. I have exceptional attention to detail, and confident in the handling of HGVs, I believe I would be a valuable asset to your team.

I take great pride in the fact that I successfully passed both my theory and practical tests on the first attempt, without any minor faults. This demonstrates my dedication and commitment to achieving excellence in all aspects of my driving career. With these accomplishments, I have developed a solid foundation of knowledge and skills necessary to navigate the roadways efficiently and responsibly.

Whether it is managing heavy loads, executing complex manoeuvres, or adhering to strict transportation regulations, I am well-equipped to handle such challenges effectively. I consistently prioritize safety without compromising on timeliness and quality of deliveries.

Experience

Sales Executive

Hyundai Allen Motor Group | MILTON KEYNES | May 2023 - Current

- Managed customer relationships through consultative sales techniques to attain individual sales goals.
- Liaised with potential customers to determine needs and provide recommendations.
- Referenced weekly sales ad and promotional signage to verify and enforce correct pricing.
- Showcased product features and benefits to drive sales.
- Closed large sales to exceed quota and align with company targets.
- Contacted customers to set-up appointments, monitor satisfaction levels and upsell additional offerings.
- Participated in continuous product development training to maximise sales potential.
- Contacted current and potential clients to promote, upsell and cross-sell products and services.
- Converted cold leads to expand territory and negotiate profitable contracts.
- Negotiated contracts and agreements with clients, optimising terms for both parties while maximising sales profitability.

- Managed a portfolio of accounts, ensuring high levels of customer satisfaction and retention.
- Mentored sales representatives to demonstrate proven sales strategies and apply best practices.
- Provided training and mentorship to new sales staff, sharing knowledge and best practices to enhance team performance.
- Utilised CRM systems to track interactions with clients, manage sales pipeline, and optimise sales processes.
- Leveraged social media and digital platforms to enhance brand visibility and engage with potential clients.

Amazon Delivery Driver

Amazon | Luton, Dunstable | January 2021 - August 2024

I worked part time for Amazon whilst working my sales job. In my previous role as a delivery driver, I maintained an impeccable safety record while navigating diverse routes efficiently. My strong organizational skills allowed me to manage tight schedules effectively while ensuring customer satisfaction through timely deliveries.

- Handled merchandise carefully to provide safe delivery.
- Listened to traffic and weather reports to stay up-to-date on road conditions.
- Navigated through diverse weather conditions and traffic situations, ensuring timely and safe delivery of items.
- Maintained accurate records of deliveries, collections, and customer signatures to comply with company policies.
- Adhered to traffic laws and regulations, maintaining a clean driving record throughout employment.
- Mapped out driving routes ahead of time to determine fastest route.
- Delivered goods to customers' premises within set timeframes, maintaining high levels of punctuality and reliability.

Sales Executive

MG Motors | MILTON KEYNES | January 2022 - May 2023

- Referenced weekly sales ad and promotional signage to verify and enforce correct pricing.
- Liaised with potential customers to determine needs and provide recommendations.
- Managed customer relationships through consultative sales techniques to attain individual sales goals.
- Showcased product features and benefits to drive sales.
- Contacted customers to set-up appointments, monitor satisfaction levels and upsell additional offerings.
- Participated in continuous product development training to maximise sales potential.
- Converted cold leads to expand territory and negotiate profitable contracts.
- Guided clients through the buying process, from initial inquiry to closing the sale, ensuring a smooth and positive experience.
- Tailored communication and sales approaches to match diverse client needs and preferences.
- Mentored sales representatives to demonstrate proven sales strategies and apply best practices.
- Collaborated with marketing team to develop promotional materials and campaigns that align with sales objectives.
- Utilised CRM systems to track interactions with clients, manage sales pipeline, and optimise sales processes.
- Established and nurtured long-term relationships with key clients to secure repeat business and referrals.
- Provided exceptional after-sales support, addressing any customer concerns and fostering loyalty.

Certifications

- HGV Class 1 driver with a completed C+E combined course and CPC module 4 certification (MK DRIVING SCHOOL)
- Forklift Licence (Battery & Gas-Operated) WINCANTON

Skills

- Problem-solving
- 7.5 to 44 tonnes van driving
- Logistics knowledge
- Load management
- Friendly demeanour
- Safety compliance
- Navigation proficiency
- Vehicle maintenance awareness
- Local routes understanding
- Vehicle safety checks
- Time efficiency
- HGV driving
- Load securing methods
- Heavy hauling
- Analytical and critical thinking
- Rapport building
- Commitment to excellence
- Leadership
- Customer Service
- Map reading and navigation skills
- Traffic law adherence
- Full UK driving licence
- Highway Code knowledge
- GPS and route planning
- ETA calculating
- Mileage log maintenance
- Customer communication

Languages

English: C2

Proficient

Punjabi: C2

Proficient

Driving licence

- Full driving licence with no endorsements or penalties

Accomplishments

- Throughout my training, I have developed a strong understanding of road regulations and safety protocols, ensuring that I operate within legal requirements while prioritizing the safety of myself and others on the road. My

extensive customer service history has honed my communication skills, allowing me to interact professionally with clients and ensure their needs are met efficiently.

Hobbies and interests

Passion for automobiles extends beyond driving; I have a deep appreciation for the mechanics and craftsmanship involved. I actively participate in car shows, where I connect with fellow enthusiasts and stay updated on industry trend.

Education

Valentines High School | Redbridge

- 10 GCSE's including Maths, English, Science
- A-Levels in Chemistry and Biology

Nelson College London | Redbridge

- AVCE Advanced Business