



Junaid Syed

Sales Associate



PERSONAL INFO

Phone
+974 77290037

Email
junnu8241@gmail.com

SKILLS

- Retail Sales
- Direct Sales
- Store Management
- Sales
- Post-sales Support
- Inside Sales
- Account Management
- Marketing
- Sales Volume Enhancement

HOBBIES

Cricket
Listening Music
Football

LANGUAGES

- Urdu
- English
- Saḏidi Arabic

The Sales Associate will be a vital part of our team, responsible for providing excellent customer service, driving sales, and ensuring a positive shopping experience. This role requires strong interpersonal skills, a customer-focused attitude, and the ability to work in a fast-paced environment

EMPLOYMENT HISTORY

Relience Digital | Sep 2019 - Aug 2021
Sale Manager, Hyderabad

Identify and pursue new business opportunities to expand the company's customer base. Conduct market research to understand industry trends and customer needs.

Collaborate with the sales team to develop and implement effective sales strategies. Set and achieve monthly, quarterly, and annual sales targets.

Conduct product demonstrations, presentations, and negotiations with potential clients. Clearly communicate the value propositions and benefits of our products/services.

Maintain accurate and up-to-date records of sales activities, customer interactions, and pipeline status using CRM software. Provide regular reports and forecasts to the Sales Manager.

Croma | Nov 2021 - Feb 2024
Sale Team Leader

Consistently achieved and surpassed monthly and quarterly sales targets by an average of [95]%.

Trained and mentored a team of [12] sales associates, enhancing their product knowledge and sales techniques.

Supervise, mentor, and motivate a team of sales associates to achieve individual and team sales goals. Provide coaching and development opportunities to enhance team performance.

Prepare and present sales reports to the Store Manager. Analyze sales data to identify trends and opportunities for improvement.

EDUCATION

Master - MBA | Apr 2019 - Jul 2021
Osmania University, Hyderabad

Bcom - Commerce | Mar 2016 - Mar 2018
Osmania University