NARESH CHUNARA

Block – H, Street No-16, House No. – 344, Ratiya Marg, Sangam Vihar, New Delhi-110062

MOB: 91 9718989864 Email: naresh.chunara1988@gmail.com

Professional summary

A results-oriented professional with 10 years of exposure in the field of Retail sales, training and marketing.

Skill highlights

* Strong organizational skills ➢ Energetic work attitude
* Adaptive team player ➢ Customer service/Documentation expert
* Active listening skills ➢ Sharp problem solver
* Works well independently

Work experience

**Presently working as a Store Manager at Samsung Mobiles Pvt. Ltd since 01 Jul 2016 to till date.**

* Handling team of 18 executives in a large format store.
* Taking care of training and sales for latest products and schemes.
* Managing team for achieving daily and monthly based targets.

**Worked as a Trainer at KOCHAR TECH PVT LTD since Dec 2015 to Jun 2016.**

* Providing product Knowledge and enhancing sales skill to employees.
* Drip Check on Weekly basis to Check their Knowledge
* Conducting Mystery Audit on monthly Basis
* Teaching them How Build up good relation with the customer

**Worked as a Flagship sales consultant at LG Electronics from March 2014 to Nov 2015.**

* Selling LG Mobile Phones by educating them about the benefits.
* Building public relations to get more walk-ins, training the employees by playing the role of buddy trainer.
* Educating other staff of HA HE RAC product categories about new launches of LG smart phones.
* Selling premium LED smart televisions.
* Taking care of after sales service also of smart phones.

**Worked as a Team leader at Delhi Duty Free Pvt. Ltd. From 1stSeptember 2012 to 15 January 2014.**

* Took care of electronic section.
* Leading a team of multi shifts.
* Allowing sales team to connect with each customer by creating services, messages, facebook page and offerings services which are relevant to individuals.
* Taking responsibility of cash handling of 16 international currencies.

**Worked as a senior sales executive in Blackberry mobiles from November 2009 to May 2011.**

* Enhanced the slow moving stock.
* Build up good relation with the customer.
* Trouble shooter of customer queries.
* Trained employees about latest features and new launches of product and latest scheme.

**Worked as a Sales Executive Samsung Mobiles Pvt. Ltd, from April 2007 to October 2009**

* Managed and achieved monthly target.
* Focused Timely Towards EOL and Slow-Moving Product to Manage inventory.
* Enhanced Samsung' sale by converting the customers from other brands to my brand.

**Customer Sales Executive Realty Real State (United State)**

* Dealing with customer for property.
* Providing best customer service.
* Building and maintaining customer relation.
* Updating monthly reports and targets
* Completed 30 hours of internships sales executive.

**Essential Hospital Minnesota (United State)**

* Worked as H.R. Executive under the guidance of HR Manager for 30 hours.
* Organized and conducted Panel interviews.

Education and Training

* Post Graduation from U.S 2012
* Graduated from Delhi University 2011
* Intermediate from C.B.S.E. Board Delhi 2007
* Matriculation from C.B.S.E. BOARD 2005

Personal information

Date of Birth 1st September 1988

Gender Male

Interests Playing cricket, soccer

Father’s Name Bir Ram Chunara

**I hereby declare that all details mentioned above are true to the best of my knowledge.**

Date: 21 September 2017 Signature

Place: New Delhi Naresh Chunara