# Juned Siddique

H.N RZ 77, Gali No.14, Tughlakabad EXT.

South Delhi Kalka Ji, New Delhi-110019

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## CAREER OBJECTIVE

To work in a competitive and challenging environment of retail world and achieve excellence through hard work, dedication and contribute the best of my efforts to achieve the goals of the organization.

**EDUCATIONAL QUALIFICATION**

* High School from CBSE Board
* Bachelor of Arts Graduate from IGNOU

**PROFESSIONAL EXPERIENCE**

**Tresor Systems Pvt. Ltd (Sales Manager) July’2018 to Present**

* Working with exclusive Apple Premium Reseller.
* Collaborate with Marketing team to ensure consistent lead generation.
* Train new salespeople to ensure best customer experience.
* Manage day-to-day performance of all sales team members and daily reviews.
* Work teams to generate ideas for sales contests and motivational initiatives.
* Ranging right kind of inventory in the store based on demand & supply.
* Lead weekly and/or monthly team meetings with sales team and leadership.
* Track sales team metrics and report data to leadership on a regular basis.
* Implement performance plans according to company procedure.
* Meet pre-determined revenue goals through the activities of direct reports.
* Ensure correct usage of ERP and other sales applications.
* Solve customers’ escalations and help in improving net promoter score.

**Denave India PVT LTD (Sr.Sales Excutive for Nokia ) May’2016 to Jun’2018**

* Selling and Demonstrating Nokia phones & accessories.
* Providing holistic solutions by identifying needs of customers.
* Training the virtual team in store on Nokia products & accessories.
* Ranging right kind of inventory in the store based on demand & supply.
* Maintaining Plano hygiene in store in line with Nokia standards .
* Implementing ground level branding and merchandising in store.

### SKILLS & STRENGTHS

* Easily adaptable to changing circumstances
* Determination to achieve goals & willingness to re-learn.
* Punctuality & Patience are aspects of my personality.
* Always ready to take on responsibility & believe in teamwork.
* Knowledge of Mac and windows operating systems
* Ability to work under stress and in Multi-Tasking Scenario, Good communication skills, Excellent interpersonal skills, Time Management and Team building skills.

**VOCATIONAL ACTIVITIES**

* Create some Technical content videos for my YOUTUBE Channel

### PERSONAL DETAILS

Father’s Name : Ayub Siddque

Date Of Birth : 14th July,1997

Languages Known : English & Hindi

Hobbies : Listen Music & Play Football