

# Sahil Momin

## Present Address:

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## **CAREER OBJECTIVE:**

Highly motivated and experienced Sales Executive with proven track record in Sales, service and channel management of high-end products from Apple and Amazon. Special expertise in building and leading top-performing teams, coordinating critical initiatives and introducing process improvement plans to improve results and implement SOPs.

Additional strengths include:

- Customer Experience Improvement
- Process Simplification & Service Delivery
- Sales Program Implementation
- Continuous Process Improvement

## **WORK PROFILE:**

### **Sr. Sales Executive**

Aptronix (Apple Premier Reseller)  
Mumbai.

28th Dec 2015 to Oct 2018

### **Role and Responsibilities**

- Major role and responsibility is to sell all Apple products like Macs, iPhone & iPad and achieve target while making constant growth in business and also managing and providing training to store team on Apple products.
- Managing and monitoring the inventory level of store and sending weekly indent for stock requirement
- Promote Apple based solutions to customers.
- Remain well versed and educated on Apple branded and 3<sup>rd</sup> party related solutions.
- Analyze and report business results and trends on weekly basis.
- Deliver optimal customer service through professionalism and product knowledge
- Manage and train team of store staff allowing them to effectively promote Apple based solutions.

- Handling payroll and attendance of junior sales staff.
- Sales administration such as preparing sales reports, stock analysis and forecasting on daily, weekly & monthly basis to higher management.

### **MacBook & iPad Solution Consultant**

Apple India Private Limited

Mumbai.

15<sup>th</sup> Apr 2014 to 30<sup>th</sup> Nov 2015

- Being Certified Apple Professional Trainer, I use to provide technical trainings to the sales team.
- Create technical awareness to customers on various products.
- Preparing daily and weekly sales reports and providing forecast, inputs to higher management.
- Providing customer satisfaction surveys to responsible department on regular basis.
- Handling customer grievances, if and when arises to the best of ability.

### **Sales Executive**

Vijay Sales (Amazon Kindle)

Mumbai.

- Handling independently Amazon Kindle products Sales
- Customer base improvement
- Achieved the sales targets during my tenure.

### **PROFESSIONAL STRENGTH:**

- My ability to work in critical condition with high motivational skills and responsibility adding my creativity and positive thinking to make work place comfortable and interesting to work.
- I am also self-motivated to work independently or in team work with my passion towards learning new technology and skill.
- Achieved Apple Product Professional designation in Apple sales Online Training

## ACADEMIC QUALIFICATION:

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- **B.B.M** from Kuvempu University.
- Certified **Apple Product Professional** 2015.
- **H.S.C.(12th)** from National institute of open schooling in 2014.
- **D.B.A.(Diploma In Business Administration)** from Institute of Business Management Studies, Mumbai in 2014.
- **S.S.C.(10<sup>th</sup>)** from ST. Michael Convent School, Karwar in 2009.

## Computer Skills:

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- Windows OS & Microsoft Office.
- Mac OS, iLife, iWork.
- Diploma in computers.

## Hobbies:

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- Travelling, Sports, listening music and Net Surfing.

## PERSONAL DETAILS :

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- **FATHER'S NAME** : Mahmood Hussain Momin.
- **MOTHER'S NAME** : Hasina Momin.
- **DATE OF BIRTH** : 25<sup>th</sup> September, 1995.
- **MARITAL STATUS** : Single.
- **GENDER** : Male.
- **NATIONALITY** : Indian.
- **LANGUAGES KNOWN** : Hindi, English, Kannada, Konkani, Urdu & Marathi.

**Your Faithful**

**Sahil Momin**

