



Anwar Yunus Saiyyed
Room No 121, Matunga, Labour Camp
Mahim East , Mumbai: 40001
Mobile # +917021214979
Email ID: anwarsaiyyed@outlook.com
Portfolio : anwarsed.netlify.app

RESUME

Objectives: - To excel out in my organization with proper execution and result, using effective skill set, and pass on the same to my team.

Work Experience: - **Bharti Airtel Limited** as **Retail Sales Manager** from Nov 2018- till Now

Job Profile:

- Generating Leads for Airtel DTH and Airtel Broadband Connection.
- Closing Leads and also closing follow leads.
- Organized Show and Event in Society for One Airtel Plan Awareness.
- Making Cold calls for Lead generation on MNP Base.
- Doing Cold Calls and Visit for leads and closure
- Visiting Broadband Base and Converting into One Airtel Plan
- Managed Entire Store Operation
- Start day with Team Meet and Review, Challenges, Opportunities, Updating New Product, Scheme and Contest.
- Training Store Team (Product Knowledge and Pitching)
- Discussing and guiding every staff to reach their maximum potential and how they can earn more by doing more, by effectively Generating Lead via Calling when Walking is Low and Making sure all calls are as per Script.
- Driving Service Performance on the basis of NPS (Net Promoter Score)
- Achieving sales target and checking quality of sales (It Should not Churn in Future) Focusing more on MNP Contribution
- Monitoring Banking and All Cash Compliances. Monitoring Device and Stock Inventory.

Worked with **Reliance Retail Limited As Assistance Manager** in RCP from 05.05.2016 till 10th Nov 2018.

Job Profile:

- Handling HNI Clients and Providing Wow Experience in Jio Experience Zone.
- Managing Jio Activation Team and tracking Jio Sim Activation Status and handling complain if any. Pushing sales team for in-house brand sales in Telecom Department. Taking care of entire Store Operation (Manpower Bucket, Product Merchandising Warehouse Management and Commercial Support) whenever required.
- Been part of Jio Project at India Mobile Congress (Expo) 2018 held in Aero-city Delhi.

❖ Worked with **iStore by Reliance digital** As a Team Leader from 21/04/2011 till 12.05.2015. (iStore got converted to **Digital Xpress** on 21.03.2014), Awarded twice with **Digital Champion** for the month of January and April 2015 by HOD.

Job Profile:

The Following are the KRA's (Back Office Responsibility Area)

- Raising and Processing SO to Vendor and inter store in SAP
- Regulating and Approving Staff Attendance in SAP
- Reporting Daily Sales Tracker to SM, Cluster Manager
- Maintaining WSR (Weekly Sales Report)
- Maintaining and preventing LOS (Loss of Sale)

The Following are the KRA's (Floor responsibility Area.)

- Handling Visual Merchandising, Stock Requirement, Inter store Stock Transfer
- Encouraging team, updating promotion to Team, managing breaks Specially in weekends, maintaining weekly roaster (Manpower Bucket), make sure every staff achieve their target. Closing deal and help customer in after sales performance.
- Weekly Staff Meeting, Appreciating Staff for their outstanding performance, informing staff of incentive scheme by company and brand both.
- Ensure after Sales Service of product like Delivery, Demo & Install and Service.
- Overall achieving the top line which is set every month i.e. Service and Target.

- ❖ Worked with Home Solution Pvt Ltd (Future Group) As Sr. Sales Executive for Home Appliances. Given responsibility to handle Mobile, Camera, Mp3, iPod Section As a Team Leader with 9 Team Member from 21/04/10 to 20/04/2011,

- **Awarded twice with appreciation letter for Outstanding Support rendered to Home Town – Vikhroli by HR and Unit Head.**

- ❖ Worked with Croma as a customer Service Specialist from 7/7/2008 to 20/04/2010. Handling After Sales Service, Customer Complaint and Pitching Croma Extended Warranty.

Personal Data:

Date of birth : 25 August 1986.
Languages known : English, Hindi, and Marathi.
Gender : Male.
Marital Status : Married.

Additional Skills:- Good in SAP, Excel, PPT

Personal Interest:- Being In Work & Gymnasium.

Educational Qualifications:

- Passed S.S.C from Secondary High School in 1st Class (Mumbai Board).
- Passed H.S.C from S I.W.S College in 1st Class (Mumbai Board).
- Passed Graduation From S.I.W.S College in Commerce (Mumbai Board)
- MBA from Sikkim Manipal University in Retail Operations Management (2014)

About myself:

I am an optimistic person; I am honest to myself and to the people around me.
I have a positive attitude and can work in tight schedules.

Place:-Mumbai
Date:-

Thanking You
Anwar Saiyyed