



## About Me

Skilled professional with a proven track record in growth, strategic partnerships, and client relations. Known for exceeding targets and delivering innovative solutions.



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Township, Lahore

## LANGUAGE

- English
- Urdu (Native)
- Punjabi

## EXPERTISE

- Management
- Data Analysis
- Problem Solving
- Negotiation
- Critical Thinking
- Leadership
- Decision Making

## EDUCATION

### Superior University, Lahore

Bachelor in Software Engineering  
2015-2019

### Govt. College Modeltown, Lahore

F.Sc Pre-Engineering  
2013-2015

# MUHAMMAD JUNAID

## EXPERIENCE

### Sr. Corporate Sales and E-commerce Executive YUM Group 2024-Present

- Oversee Quality Assurance (QA) for all four brands' websites.
- Manage social media accounts and liaise with agencies to execute comprehensive marketing campaigns.
- Generate corporate leads and conduct follow-up meetings to secure deals.
- Prepare and present detailed quotations for corporate clients.
- Successfully close B2B sales with a results-oriented approach.
- Cultivate and maintain strong working relationships with customers.
- Maintain meticulous records of all sales activities.
- Organize and execute company events seamlessly.
- Analyze market trends to identify new opportunities and develop strategies to capitalize on them.
- Develop and implement e-commerce strategies to enhance online sales performance.
- Collaborate with cross-functional teams to ensure a cohesive and effective sales approach.

### Corporate Sales and E-commerce Executive YUM Group 2020-2024

- Handling websites and social media pages
- Meeting with clients and coordination with the operations team
- Negotiating Contracts and Packages
- Maintaining Accurate Records

### HR Intern - Punjab Information Technology Board (PITB) 2019 - 2020

- Recruitment
- File Handling
- Record Keeping