



# MARTIN STEVANOVIC

SALES SPECIALIST / ELECTRICAL TECHNICIAN  
25 YEARS OLD



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Oslo, Norway

## ABOUT ME

As a dynamic professional, I embody an unrelenting dedication to excellence, evident in every aspect of my work. My positive demeanor and proficient communication skills have allowed me to thrive in a multitude of work environments. I see beyond the execution of individual tasks, consistently embracing novel ideas and opportunities for advancement. Change, in my perspective, is a stimulant for continuous growth and skill enhancement. I am steadfastly committed to learning, always aiming to push beyond the confines of my existing knowledge base.

Above all, I champion the transformative power of teamwork. My career progression isn't an individual pursuit but an integrated effort to drive substantive success for my entire team.

## WORK EXPERIENCE

DEC 2021 - AUG 2022

### RETAIL SALES SPECIALIST / HARDING RETAIL

I deliver exemplary customer service, demonstrate extensive product knowledge, and consistently meet sales targets. Assist in merchandising, maintain inventory, professionally handle customer inquiries and complaints, perform product demonstrations, collaborate with the team for smooth store operations, stay updated on new products and promotions, and adhere to all company policies to ensure a safe and clean store environment.

SEP 2021 - NOV 2021

### ASSISTANT MANAGER / CINEPLEX

Support daily operations, oversee customer service, assist in managing the team and financial objectives, handle inventory, resolve escalated customer issues, help execute promotional events, ensure compliance with regulations, contribute to cinema maintenance and upgrades, collaborate for operational efficiency, and assist in reporting cinema performance and key metrics.

MAY 2018 - SEP 2021

### SENIOR SALES REPRESENTATIVE / TELENOR

I drive sales by developing effective strategies, cold-calling potential customers, managing a diverse client portfolio, and specializing in small business contracts. I promote Telenor's telecommunications and Mobi Bank's financial products, handle escalated customer complaints, participate in team-oriented strategy optimization, provide insightful feedback, and contribute to the training of junior sales representative.

AUG 2017 - MAY 2018

### SALES TEAM LEADER / IMPACT TEL.

I manage a sales team, set targets for telecom and banking products, maintain relationships with Telenor and Telenor Bank, develop cross-product sales strategies, ensure product knowledge within the team, handle escalated customer issues, participate in key sales appointments, provide team training and coaching, monitor and report sales performance, and provide feedback for sales process improvements considering the unique nature of selling telecom services and banking products.

## EDUCATION

2012 - 2016

ELECTRONICS TECHNICIAN / ETS NIKOLA TESLA NIS

2019

FRONTEND WEB DEVELOPEMENT / IT ACADEMY BELGRADE

## PROFESSIONAL SKILLS

Adobe Illustrator

C#

Android

Serbian

Native

Microsoft Word

HTML/CSS

iOS

English

C1

Microsoft Excell

Bootstrap

Windows

Norwegian

B2

Blender 3D

MacOS