

NARISSETTY PAWAN KUMAR

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Educational Qualification

- Graduate in Commers from H.K COMMES collage, Gujarat University, Ahmedabad- 2005
- H.S.C. from Ariport School, Ahmedabad in 2002

Professional Experience

Bestseller Retail India Ltd., Gujarat

City Manager, Since April 2017 till present

- **Business & Performance Analysis:** Achievement of top line business. Frequent and thorough analysis of sales and promotion data to identify sales trends, performance gaps, improvement area and accordingly making strategic action.
- **Expansion of footprints:** Identify the new locations for the business expansion in line with the business strategy.
- **Merchandising:** Ensuring implementations as per Trends/stories of the season to highlight the look and feel factor of the store. Determine the best sellers and non moving stock and plan to sell the same
- **Customer Experience:** Ensuring high standard of customer service through regular training, mock sessions, and other team activities to increase confidence among staffs.
- **People:** Managing and leading a team of 36 store employees. Recruitment & supervision of FCs and ensuring Productivity.
- **Process Deliverable:** Ensuring and following strict and effective SOP in order to have Operational Efficiency and to deliver desired Look, Feel and Customer experience in the store. Identifying gaps through regular monitoring and strategic actions / approach to minimize gaps.

Bestseller Retail India Ltd., Surat/Ahmedabad

Store Manager, Since June 2011 – March 2017 – 6 Years

SHOPPERS STOP Malad (Mumbai)/Kandivali (Mumbai) /Aurangabad

Dept. Manager- Since December 2009 – May 2011 – 2 Years

Westside (Unit Of Trent Ltd.) A TATA ENTERPRISE

Management Trainee – from Jan 2008 – December 2009 2 Years

Mc Donald's (U.S Restaurant)

Assistant Store Manager from December 2003 – January 2008- 4 year

Personal Details

- Name : Narisetty Pawan Kumar
- Date of Birth : 9th august 1983
- Sex : Male
- Marital Status : Married