**LOKESH TAILOR**

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**CAREER OBJECTIVE** Seeking an opportunity to work in a dynamic environment that provides me with a wide spectrum of experience using versatile portfolio of skills at workplace to achieve organization’s goals and create mutual benefits, A Learner for Life.

**EDUCATIONAL QUALIFICATION**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **SNO** | **SCHOOL/ COLLEGE** | **QUALIFICATION** | **BOARD/UNIVERSITY** | **YEAR** |
| 1 | University of Rajasthan | Bachelor of Arts | Rajasthan university | 2012-2014 |
| 2 | S.V.M School | Senior Secondary | Ajmer Board | 2008 |
| 3 | Govt. School | High school | Rajasthan board | 2006 |

**PROFFESSIONAL EXPEERIENCE**

**PUMA INDIA (Sports)**

**Team Leader (Nov 2021 – Present)**

* Working as Team Leader and handling a team size of 25 members Along with 21 LFR Counters.
* Currently I have got Great exposure to work with this brand as the work environment is totally deferent, I have learnt a lot of new thinks and I would say that every day is a new experience for me here.
* Gather knowledge of product features form training team and forward the understanding to Counters staff for increasing sale of products.
* Maintain stock movement, Product exchange, daily financial report, DSR (Daily Sales Report) Global Count register, Employee discount register, VM check list, Store check list.
* Maintaining their attendance, leave records, solving mutual disputes, dividing the targets among store staff per day based on their capability, specialization, experience. Motivating and pushing them to perform level best.
* Weekly stock analysis about fast and slow selling product of the store & update to store team to focus on selling of slow selling style.
* Analysing client grievances; identifying Product defects / faults and coordinating with front end teams for speedy resolution.

**ICONIC FASHIONS PVT.LTD**

**DEPARTMENT MANAGER (April 2016-Feb-2020)**

* Working as department manager and handling a team of 35 members along with brands like: Tommy Hilfiger Calvin Klein Gap Jack n jones Antony Morato, Lindbergh, Brunn & Stengade, Bugatti etc.
* Management of store staff, maintaining their attendance, leave records, solving mutual disputes, dividing the targets among store staff per day based on their capability, specialization, experience. Motivating and pushing them to perform level best.
* Management of stock, replenishment, sell-through, observing trends, maintaining minimum base quantity, systematically taking the stock into system with proper verification, systematically returning the stock to warehouse with proper verification, determining the optimum mix of stock in the store.
* Team Player personally has a strong belief you cannot get works done with orders

You can do them on time with excellence if you involve yourself with your team

Ability in managing multiple projects, with a genuine interest in professional development.

* I have learnt about various techniques of handling each adverse situation of retail and management and learned a lot about customer dealing and client handling.
* In the starting I was working as a fashion consultant then on the basis of my performance I got promoted as a supervisor and currently I am handling all the responsibilities that too very well.
* Got a tremendous opportunity of working in a totally different environment and I am learning new things every single day.
* Follow up with the warehouse with respect to smooth flow of product inwards in the stores for maintaining freshness and availability of products. (**Product Inward Tracking).**
* **EOSS planning** for higher sales quantum and higher stock liquidation.

**Fashion Consultant (May 2013 - April 2016)**

**Levi’s Jeans (WTP Mall)**

* I got the opportunity to work with a tremendously big platform at a very early stage only. It was amazing as I got great exposure and learnt a lot about the market as well as interpersonal skills.
* I was handling a counter of a Denim brand that comes under: LEVI’S.
* I got Denim Leadership Program Expert Certified from Levi’s Jeans
* I got two Time Golden Certificate from Levi’s Jeans
* Working as a fashion consultant I came up with an interest in visual merchandising and I did VM of my counter several times and as a result of which I got selected as a visual merchandiser in the company.
* Improving the daily sales of the stores.
* Encouraging up-selling and cross-selling techniques in the store.
* Cooperating with seniors in determining monthly targets.
* Preparing action plans for specific periods such as season sale, festive periods, peak and lean periods.
* Distributing targets among sales staff and monitoring/controlling their performances and taking corrective action wherever deviations are detected.
* Customer relationship management by creating/maintaining database of the customers and keeping in touch to ensure long term relationship.

**AWARDS & ACHEIVEMENTS**

* I was awarded as the top ranked fashion consultant for continuously one year.
* I was given the responsibility of a degrading store and as a manager I took that store from 70% to 150%.
* Awarded as the best supportive manager award.

**SPECIALIZATION AND INTEREST**

* **COMPUTER:** MS Word, MS Excel, Power Point.
* **TEAM BUILDING:** My active participation in Dramatics and has inculcated a team building attitude and further has helped to be comfortable to work in groups.
* **PERSONAL:** Learn about Fashion, Photography, travelling.

**PERSONAL DETAILS**

Date of Birth : 13th July 1990

Gender : Male

Marital status : Married

Nationality : Indian

Language known : English, Hindi and Regional language of Rajasthan.

**DECLERATION**

I hereby declare that the above information is true and best of my knowledge.

**LOKESH TAILOR**

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