

# SATYAM KUMAR

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D.O.B- 15/04/1997

Looking for a new opportunity to excel my career and explore my talent to enable to grow along with organization. Experienced Assistant Store manager with all over 3 year of managing teams, sales, and driving development .proficient in staff development, driving sales, elevating the customer experience, and store operations, such as inventory and ordering.

## EXPERIENCE

April, 2020 – Present

### ASSISTANT STORE MANAGER in Department Manager, RELIANCE RETAIL

- Planning & Meeting Daily Store sales targets
- Sales maximization, customer service, Store profitability, adherence to policies & Pro target
- Planning staff shifts , motivating, mentoring & allotting targets to sales
- Daily floor walk to ensure high display standards, signage integrity, FIFO,pricing to improve sales
- Optimize sales & targets YOY basis , chase category wise mix
- Working on periodic MIS Reports , Slow & fast moving, stocks analysis, maintaining logs & records
- Stock auditing and inventory correction, Refilling & Reordering basis rate of sales
- Control over Ageing Inventory, slow moving, alignment to planogram, damage, expiries, market intelligence to store manager
- Developing indulging categories, private label sales, categories for better margins & higher sales
- Plan for seasonal & promotional activities within store, staff and customer engagement
- Ensure displays as per planogram category wise
- Managing IN stocks above 95% by frequent follow up with buyers , product feedback on quality & pricing

- Conceptualize & execute displays for buying frenzy ,making store looks good with flair of Visual Merchandising
- Leading by example & working hands-on with team, creative & Customer first mind set
- Keeping eye on latest trends, style & presentation
- Driving cross functional sales, upselling increased ABV/ATS/UPT.

**JULY, 2018 – April 2020**

**SALES EXECUTIVE , WESTSIDE- TATA RETAIL ENTERPRISES LTD.**

- To assist customer regarding their queries.
- Find prospects and leads
- Learn details about our products and services
- Understand all the prospects needs, problems or wants
- Meet with potential clients and act as their consultant
- Up-sell when appropriate
- Follow up with team
- Identify buyer persona profiles
- train new sales representatives
- Consult with sales and marketing team to ensure the efficiency
- Identify most important sales KPIs
- Track and monitor work
- Prepare and present reports when needed
- Attend sales educational events and seminars and Saturday meetings
- Stay up to date with the latest sales trends and best practices
- Report to management team

**ACHIVEMENTS**

Regional Enguru topper (TATA employee's English learning app)

**JANUARY, 2017 – JUNE, 2017**

**ASSISTANT MERCHANDISER, M.M EXPORT**

- Internal & external communication,
- Sampling,
- Lab dips,
- Accessories & trims,

- Preparing internal order sheets,
- Preparing purchase orders,
- Advising and assisting production,
- Advising quality department about quality level,
- Mediating production and quality departments,
- Taking responsibility for inspections and Following shipment.

## EDUCATION

**AUGUST 2020**

**B.COM, DELHI UNIVERSITY SOL**

Percentage- 49.6%

**MAY, 2016**

**12<sup>TH</sup>, SRSD SR.SC. SCHOOL, LAJPAT NAGAR**

Percentage- 64%

**MAY, 2014**

**10<sup>TH</sup>, SRSD SR. SC. SCHOOL, LAJPAT NAGAR CGPA-6.8**

## SKILLS

- Customer service
- Interpersonal communication • Helping nature, patience • strong leadership
- MS OFFICE, Excel • bilingual
- Activities -
- Participates in social activities organized by company like tree plantation, food distribution, roadside safety campaign and many more activity.
- Inter-department sales competition.

Hobbies- cricket, singing, Traveling