

Career Objectives

To develop myself professionally and to gain knowledge of the field practically with a view to improve my overall ability to deal with different situation in my profession.

Work Experience & Internships

• Bharti Airtel LTD- Store Manager- Ahmedabad- Since Aug-2020

Managing store Operations-Onboarding new candidates-Training and developing skills for new joiners-managing evolution of performance- Goal setting- setting sales inputs

Key Job responsibilities:

- ☐ Organize all store operations and allocate responsibilities to personnel
- ☐ Supervise and guide staff towards maximum performance
- ☐ Prepare and control the store's budget aiming for minimum expenditure and efficiency
- ☐ Monitor stock levels and purchases and ensure they stay within budget
- ☐ Deal with complaints from customers to maintain the store's reputation
- ☐ Inspect the areas in the store and resolve any issues that might arise
- ☐ Plan and oversee in-store promotional events or displays
- ☐ Keep abreast of market trends to determine the need for improvements in the store
- ☐ Analyze sales and revenue reports and make forecasts
- ☐ Ensure the store fulfils all legal health and safety guidelines

Key Achievements:

- DI(complain against service) count decreased from 13 to 7
- Executive getting incentive moved to 100% from 40-50%
- Broadband/ One Airtel sale increased from 13/ month to 34/ per month
- Executive productivity increased by 28%
- Won best store manager title 7 times

• Gujarat University Placement Cell –HR Intern- Ahmedabad –

Managing campus recruitment drives –Job fairs –Coordinating recruiters and students – Recruitment for the department –Maintenance of data –Back office work
Being a part of 3 campus placement drives & 1 mega placement fair, got an opportunity to be helpful to more than 350 candidates to get good employment.

- Organized 3 major placement drive with enrollment of more than 3500 students
- Placement done of more than 1000 students at a time
- Hosted and managed lecture series on “campus to Corporate” in various department & colleges of university

• Eureka Forbes – Sales Team – Patan city – 6 Months

Lead Generation – Customer retention –Report generation

It was great experience for observing consumer behavior and leading a team.

Personal Projects

- **Perception of Employers on Placement Training Activities of Gujarat University Placement Cell**
- To understand the perspective of Employers who conducted placement drives at Gujarat University and to ether the feedback for further analysis various placement activities at Gujarat University placement cell
- **Study of Indian Mining Industry**
Comparative analysis for top 3 Mining companies in India with respect to 2017-18 scenario.
- **A feasibility study on starting a Fruit Export Company in Gujarat**
- **A feasibility study on starting a cafeteria at Patan.**

Extra-Curricular Activities

- Coordinated the Ekanki and Skit Competition at Youth Festival (2018) Hemchandracharya North Gujarat University.
- Leded farewell for the senior batch at S K College of Business Management.
- Worked at “**Renascence**” and “**International Youth Symposium-2019**”

Achievements

- Got 1st rank at regional “Extempore Elocution Competition Hindi”
- Secured 2nd rank in “Inter College Presentation Competition” at G D Modi College, Palanpur.

Voluntary Work

- **Youth Festival (2016)**, Hemchandracharya North Gujarat University.
- “**Run With Soldier**” organized by Gujarat University Alumni Association.
- **Mega Job Fair** organized by Gujarat Government and Gujarat University
It gave an opportunity to work with IAS officer and be the part of a noble activity to give jobs to seekers.
- **Placement Drives:**
-Infosys Job Fair 2019- 200 applicants
-Zee Placement Drive- 32 applicants
-Odessa Placement Drive-120 applicants

Educational Qualifications

- **H.S.C. • MARCH – 2015 • SHREE S.K.VIDHYALAYA, RAPAR (KUTCH)**
Scored 80.00 % with commerce stream
- **B.B.A. • APRILE - 2018• S.K.COLLEGE OF BUSINESS MANAGEMENT**
Scored 66.00 % (CGPA – 7.32)
- **M.B.A. • JULY- 2020• B.K. SCHOOL OF PROFRSSIONAL & MANAEMENT STUDIES**
Scored CGPA 3.62/4.3

Skills

- Leadership
- Positive Attitude
- Teamwork
- Ready to learn

Declaration

I hereby acknowledge & authenticated that all the information mentioned in this document is correct by all means.

Place:

Date:

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