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**KISHORSINH J BARIA**

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PERSONAL MINUTIAE

Date of Birth : 31st December’1982

Nationality : Indian

Marital Status : Married

Leisure & Interests : Movies,Travelling,Playing Cricket.

ACADEMIA

2004 Bachelor’s B.com Degree in Gujarat University Ahmedabad

**PRECIS:** I have with me 15+ years’ experience in Retail (Value format) and am presently Assistant Manager at Future group-. I have Subsequent Experience in handling Operations and Category like Men’s Formal, Men’s Casual, Ladies Western, Kids & Infants, and Men’s Accessories in Big Bazaar Stores. Have also worked in FMCG (Food Bazaar), Footwear, Customer Service, Loss Prevention. I m Good in making Reports (excel) and well versed with SAP . I am hardworking and sincere towards my work with a sense of responsibility to deliver the best. Have good experience and confidence in Handling Team and Getting desired Results

ORGANISATIONAL SCAN

2017 Nov to Nov 2020: - FUTURE GROUP as a Assistant Manager In Zone Operations

- Future Group Zonal Office, Ahmedabad-Gujarat.

2020 Dec to 2021 Mar- Store Manager at MR. DIY in Ahmedabad

2020 Mar to To July 21 -Warehouse Incharge at Magson Retail and distribution Private LTD

2021 Aug to Till Date- store Manager at Magson Retail and Distribution Private LTD

KRA (Key Responsibility Area)

* **Operations Administrative Works**

**Role and Job description:**

* Daily Follow-up of Store Operations Work.
* Use SAP for Vendor PO/ Daily Reports.
* Maintain all kind of Reports and Share analysis with the Zone Operations Head.
* Handling Major Store Operations Related Complaints Of Stores.
* Smooth & Timely Availability of Non Saleable Merchandise
* Proper co-ordination with HO (Head Office) and Store Managers/Area Mangers/Category/Commercials/HR/VM/ IT.
* Coordinate with 51 Big Bazaar Store Operations Mangers & Store Mangers.
* Performed task management and task execution for entire West Zone
* Administered cashier performance and faster checkout of customer project for entire West Zone
* Maintained cycle count of physical inventory on every week.
* Tracked slow movers stock and ensured to get liquidation offer from category.
* Resolve IT issues and Track POS Utilizations.
* Home Delivery Process Executions and Improve Customers Satisfactions.
* Reflexis-(Task Management Tool) Executions for Entire West Zone.
* Project SAB KE LIYE for **Person With Disabilities** Execution for Entire West Zone.
* mPOS Billing – Utilization for Entire West Zone 49 Stores.

ORGANISATIONAL SCAN

**2017 Feb to 2017 Sept : - Reliance Retail Ltd as a Store Manager In Reliance SMART Store at Surat City-Gujarat.**

KRA (Key Responsibility Area)

* Prepare & achieve Targets of the Store.
* Develop & maintain a motivated and enthusiastic team.
* Visual presentation of FMCG and General Merchandise.
* Ensure Standard Operating Procedure adherence.

**Role and Job description:**

* Lead Promotions and SOP within the Store.
* Take Review meets of all the Team Managers on Daily basis.
* Daily Follow-up of Inward and Outward and Commercial Work.
* Use SAP for tracking Daily Neg. Inventory, Stock Status and Margins, F&V and Non F&V Losses, Indent of Consumable SKUs, HR work and commercial Work.
* Maintain all kind of Reports and Share analysis with the Team.
* Handling Major Customer Complaints.
* Opening and Closing Operations of Store.

Proper co-ordination with Cluster Manager/HR/Commercial Head/Marketing/Category/SLP and communicating the same down the line.

ORGANISATIONAL SCAN

2015 to 2017 : - FUTURE GROUP as a Assistant Manager In Zone Operations

- Future Group Zonal Office, Ahmedabad-Gujarat**.**

KRA (Key Responsibility Area)

* **Operations Administrative Works**

**Role and Job description:**

* Daily Follow-up of Store Operations Work.
* Use SAP for Vendor PO/ Daily Reports.
* Maintain all kind of Reports and Share analysis with the Zone Operations Head.
* Handling Major Store Operations Related Complaints Of Stores .
* Smooth & Timely Availability of Non Saleable Merchandise.
* Proper co-ordination with HO (Head Office) and Store Managers/Area Mangers/Category/Commercials/HR/VM/ IT.
* Coordinate with 44 Big Bazaars Store Operations Mangers & Store Mangers.

ORGANISATIONAL SCAN

2008 to 2014 - Company: FUTURE GROUP

Store Format: Big Bazaar Kankaria, Big Bazaar Himalaya & Big Bazaar Surat (Gujarat) as Department Manager in Fashion Department, General Merchandise & Food Bazaar Dept.

KRA (Key Responsibility Area)

* Planning, Selection of Schemes compared to other retailers as per Bench Marking.
* Excellent in understanding and making Reports.
* Inventory management - movement of goods in & out of Store.
* Sales & achieve Targets of the Floor.
* Visual presentation of Floor and merchandise as per MPM.
* Setting Quantity wise Targets for TEAM and chasing them.
* Solving Customer Queries.
* SOP Training for TEAM as per SOP Calendar
* Prepare & achieve Targets of the Store Sales.
* Develop & maintain a motivated and enthusiastic team.
* Visual presentation of Store and merchandise as per MPM.
* Ensure Standard Operating Procedure adherence

**Role and Job description:**

* Opening and Closing Operations of Store.
* Daily Briefings of TEAM
* Coordinating with Category TEAM for Stocks and generating PO’s.
* Tracking Daily Neg. Inventory.
* Promoting Activities by Organizing TEAM Rally’s.
* Responsible for the Business of Floor.
* Ensuring 100% Tagging.
* Maintain MPM on Floor
* Take Review meets of all the Team Managers on Weekly basis.
* Take weekly meets of entire STORE TEAM on every Saturday with the Help of HR.
* Use SAP for tracking Daily Neg. Inventory, Stock Status and Margins.
* Maintain all kind of Reports and Share analysis with the Team.
* Daily Check and Signing of Inward and Outward Registers.
* Lead the TEAM in Stock Takes which is done every Quarter.
* Proper co-ordination with ZO (Zonal Office) and Store Manager, Area Manager, Category and communicating the same down the line.

ORGANISATIONAL SCAN

2004 to 2008: - Company: FUTURE GROUP

Store Format: Big Bazaar Kankaria Ahmedabad (Gujarat) as Team Leader-

Team Leader in General Merchandise Department .

KRA (Key Responsibility Area)

* “Lugggage,Footwear,New Bussines Development Department.(Watches, sunglasses, Fashion Jewelry, Auto Acc, and etc..) – 2004 to 2008.
* **Role and Job description:**
* Handle Customer Queries.
* Achieving Sales Targets with the Help of TEAM.
* Daily Global Counting and Tallying Reports with System.
* Local Buying of Watches,Sunglassess,Auto Acc & jewelry and Mapping of New articles.
* Local Buying of Branded Footwear, Watches, Sunglasses, Auto Acc & Jewelry with Fixed Margins.
* Consistent and Hard Working
* Result Oriented

DATE: SIGN: