**Career Objective: Seeking a position in Retail Brand where I can strengthen my understanding of management in depth with customer focus and add value to the business unit by increasing the profit centric tasks.**

**Personal Summary**

A commercially aware retail professional with a proven track record in driving business forward whilst delivering high retail standards. A consistent track record of improving efficiency, maximize profits whilst minimizing costs. Ability to manage daily operations, and planning the use of materials and human resources to ensure maximum efficiency. Result-focused and performance-driven. Led and motivated teams at various levels for achieving the objectives.

**PROFESSIONAL EXEPERIENCE**

**Titan Company Ltd(Tanishq)**

**Designation: Sales Officer**

**From : January 2014 to Present**

**Duties:**

* Responsible for the daily managing of staff and assigning of duties.
* Managing and motivating staff to increase sales and ensure floor efficiency.
* Analyzing store sales figures.
* Manage budget set by store manager.
* Manage and address shrinkage and stock loss.
* Maintain accurate records of all pricing , sales and activity reports.

**Tara Jewels Ltd**

**Designation: Sales Executive**

**From: May’2013 to December 2013**

**Duties:**

* . Prime Responsibility includes Achieving Sales Target.
* Customer Care & Interaction also maintaining a Friendly Relation.
* Keeping the Company informed of the Competitors Activities.
* Responsible for marketing activities.

**BTL ACTIVITIES**

1. Canopy activities in the housing societies
2. Business tie ups with the beauty salons and garments store.
3. Corporate tie ups with the insurance companies
4. Pamphlet distributions
5. Organization of kitty parties
6. Tele calling

**Share khan ltd. Indore**

**Designation: Sales Executive**

**Duration: November 2010 to 6th feb 2012& 28sep.2012 to 25th jan 2013**

**Responsibilities handled:**

* To deliver the desired revenue target numbers
* Cross-selling to existing customers & Acquisition of new customers
* Financial planning of the customer & provide solutions to the customer’s financial needs
* Preparing & maintaining Sales call reports and all relevant MIS.

**Achievements:**

* **Sold prepared plan of 1 lac rs.**
* **In first 11 months have sold prepaid plan of 162 thousands RS and acquired 90 new clients.**
* **Acquired 20 clients with potential to invest worth more than 5 lacs rs.**

**EDUCATION & CREDENTIALS**

**Master of Business Administration**

**Percentage-72%**

INDIRA GROUP OF INSTITUTE, MUMBAI, INDIA Year 2010

Methodical Areas of Concentration: Marketing and Finance

**Bachelor of commerce**

**Percentage- 55%**

GOVERNMENT COMMERCE COLLEGE,RATLAM (M.P), INDIA Year 2007

**Professional Training & Development**

Diamond training

Converting gold customers to diamond customers

Plain jewellery manufacturing process

Studded jewellery manufacturing process

Detailed 4’c of diamond

Lean retailing module

**INTERESTS/ HOBBIES**

* Swimming, Learning new languages, Travel,

**Personal Detail**

**Date of Birth : 22nd March, 1988**

**Gender : Male**

**Marital Status : Married**

**Nationality : Indian**