

RESUME

RANDHIR KUMAR MISHRA

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Career Objective:

Aiming to contribute to a reputable organization, I bring seven years of experience collaborating with notable brands such as HomeTown, Shopper Stop, Ashley Furniture, and Homelane. My expertise spans a variety of product categories, including furniture, home furnishings and decor, interior work, apparel, footwear, bags, and accessories.

Professional Achievement:

I received a promotion at Praxis Home Retail Limited on May 1, 2019, transitioning from my previous role as Senior Relationship Executive (2C) to Department Manager (2D).

Professional Attainment:

Industry Visit to Mother Dairy, Dankuni Plant (West Bengal)
Industry Visit to Britannia Industries Ltd., Taratala (West Bengal)

Current Working Profile:

Company – Homevista Decor and Furnishings Pvt. Ltd
Format – Homelane
Duration – 20.02.2024- Currently
Job Location – Pune,Lullanagar (Maharashtra)
Designation – Showroom Manager
Level- Operations

Roles and Responsibilities:

To manage the retail experience center efficiently and ensure customer experience.
Maintain 100% adherence to retail SOP & Timely execution of sample audits.
Built strong relationships with Square Partner and Vendor Manager.
Responsible for Showroom decoration arrangements for Carnivals & Festivals.
Maintaining all the operation checklists in the showroom.
To support sales team in order closure.
Handling the clients showroom walkthrough.
Team Handling and Leadership

4th Working Profile:

Company – Arthen Solutions LLP
Format – Ashley Furniture Homestore
Duration – 08.06.2023 to 31.01.2024
Job Location – Pune, Wakad (Maharashtra)
Designation – Store Manager
Level- Senior Executive (Operations)

Roles and Responsibilities:

Inventory Managing
Responsible for Store Budgets Achievement
Display Analysis
Staff Development
Leadership
Footfall & Conversion Analysis
Built a good Customer Relationship
Attending in Conference Meeting

3rd Working Profile:

Company – Shoppers Stop Limited
Format – Apparels & Home Category
Duration – 04.09.2022 to 31.05.2023
Job Location – Mumbai, Juhu (Maharashtra)
Designation – Department Manager (Apparels & Home Category)
Level- Senior Executive (Operations) Grade –A1

Roles and Responsibilities:

Inventory Managing
Responsible for Department Sales Targets &Achievements
Display Analysis
Staff Development
Footfall & Conversion Analysis
Built a good Customer Relationship
Service Improvement
Analysis on Different LOB's Performance
Attending in Conference Meeting
Data and Reports Preparation
Inward & Outward Process
DM Checklist

2nd Working Profile:

Company – Praxis Home Retail Limited (Future Group)
Format – Home Town
Duration – 01.05.2019 to 22.08.2022
Job Location – Raipur(Chhattisgarh)
Designation – Department Manager (Furniture)
Level- Senior Executive (Operations)
Band-2D

Roles and Responsibilities:

Inventory Managing
Responsible for Department Sales Targets &Achievements
Display Analysis
Staff Development
Footfall Analysis
Built a good Customer Relationship
Service Improvement
Analysis on Different LOB's Performance
Attending in Conference Meeting
Data and Reports Preparation
Performance Tracking of CSA through Sales force

1st Working Profile:

Company – Praxis Home Retail Limited
Format – Home Town
Duration – 05.06.2017 to 31.04.2019
Job Location – Raipur(Chhattisgarh)
Designation – Relationship Executive
Level- Executive(Operations)
Band-2C

Roles and Responsibilities:

Lead Generation and Sale closure
Focus on Add-on Sale and Cross Sale
Built a good Customer Relationship
Ensure Customer Satisfaction
Expand Customer Base
Identifying New Business Opportunity
Monitoring Competitors

Academic Qualifications:

Degree	Institute/ University	Discipline	Passout
MBA	Vidyasagar University	Marketing	2017
Graduation	Calcutta University	B.Com	2015
Higher Secondary	Bodhicariya Sr. Sec. School/CBSE	Commerce	2012
Secondary	Khalsa High School/WBBSE	General Studies	2010

Hobbies & Interest:

Watching Cricket
Listening Music
Cooking
Travelling

Personal Details:

Date of Birth : 10.08.1993
Gender : Male
Religion : Hinduism
Nationality : Indian
Language : Hindi & English

Permanent Address:

91/42, Tollygunge Road, Charu Avenue, Kolkata-700033