

## **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