

VIVEK GOSWAMI

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Dear Sir/ Madam,

As an experienced and highly successful professional with strong leadership and interpersonal abilities, along with a proven track record of directing all aspects of store operations, E-commerce, Buying , inventory Management ,Marketing to achieve overall performance excellence, I am prepared to significantly contribute to company goals in this role

My background includes leading operations, teams, and sales/merchandising strategies to drive business and customer service success for multi-unit retail chains. From achieving top sales performances and managing various HR functions to leading staff training efforts and overseeing store relocations and openings, I excel at propelling sales and revenue growth, maintaining P& L managing high-performance staff, achieving corporate goals while minimizing costs, Inventory planning and maintaining competitive advantage.

Consider the following highlights of my experience:

- **Overseeing Business development, retail sales & revenue generation, Inventory management with appropriate buying, E-Commerce operation, Brand marketing, , Corporate B2B and policy guidelines to ensure implementation and adherence; strategizing procedural changes for maximum efficiency and productivity.**
- **Ability to maintain up-to-date understanding of consumer trends and needs to liaise effectively with a diverse client base and provide the best possible training to enhance staff knowledge base and ensure customer satisfaction**
- **Recruiting, challenging, mentoring, developing, and inspiring employees across all levels to encourage and promote career progression and improved performances.**
- **Communicating with corporate leadership to ensure continually profitable operations within existing standards.**
- **Maintaining keen focus on customer-centric priorities, ensuring top-notch levels of customer service and support to spark high rates of retention and referral business.**

With my proven commitment to building strong customer relationships and driving teams to achieve sales success, I welcome the opportunity to discuss this position and my qualifications with you further

Thank you for your consideration.

Sincerely,

Vivek Goswami