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|  | |  |  |  | | --- | --- | --- | |  |  |  |   **MELVIN** **GEORGE**  194 South Mclean Street, Campbell River, BC V9W5H7 |   H: +1 7786780988 |   E: melvingeorge6600@gmail.com |

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**Summary**

Focused Store Manager versed in all aspects of running store, maintaining inventory,merchandising and recruiting. Able to keep operations efficient, productive and on-track to consistently meet and exceed expectations. Sales expert with unparalleled communication and relationship-building abilities.

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**Skills**

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| * Marketing Research * Presentation Skills * Product Research * Sales * Culture adaptation * Project Management * Team Management * Closing Deals | * Client Handling * Budget Management * Coaching * Communication Skills * Customer support * Negotiation * Profit Management |

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**Experience**

Store Manager| 08/2019 to present.

**Lotto Centre- Campbell River, BC**

* Ensured all the stores maintained enough inventory for weekly sales or ensured the same is ordered when necessary.
* Achieved and enforced key objectives such as sales, service and brand promises.
* Reached out to customers within the Store to increase sales.
* Met personal target monthly and ensured the team did the same.
* Trained the team efficiently to provide customer with superior knowledge of product and customer satisfaction.
* Followed and ensured the team follows company operational policies.
* Understood Market and competitors and did research to improve sales.
* Motivated the team and created a positive environment.

STORE ASSISTANT MANAGER | 06/2018 to 07/2019

**Lotto Centre-Victoria ,BC**

* Ensured all the stores maintained enough inventory for weekly sales or ensured the same is ordered when necessary.
* Achieved and enforced key objectives such as sales, service and brand promises.
* Reached out to customers within the Super Store to increase sales.
* Met personal target monthly and ensured the team did the same.
* Trained the team efficiently to provide customer with superior knowledge of product and customer satisfaction.
* Followed and ensured the team follows company operational policies.
* Understood Market and competitors and did research to improve sales.
* Motivated the team and created a positive environment.

SALES ENGINEER | 08/2016 to 12/2017

AL-FAREJI EST ( For contracting)- Yanbu al-bahr, kingdom of saudi arabia

* In charge of the mechanical sales division.
* Travel to various locations and form a rapport with prospective clients and long term clients.
* Visiting prospective buyers and inform them about the product availability, pricing and advantages.
* Managed the logistics of the equipment and made sure to deliver the product ahead of the delivery date.
* Understood Market and competitors and did research to improve sales.

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**Education**

**Camosun College - - Victoria, BC | | Post Degree Diploma**

Marketing, 2017-2018 **|**

**DR BHIMRAO AMBEDKAR UNIVERSITY - - AGRA, INDIA| | Bachelor’s Degree**

Bachelor of technology- Mechanical Engineering, 2012-2016

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**References**

References are available on request.