ARUN KUMAR

# PROFESSIONAL SUMMARY

High-Energy Store Manager bringing extensive experience in retail settings. Set and enforced consistent standards to maintain staff satisfaction and meet performance targets. Dynamic relationship- builder with organized nature and sound judgment focused on maximizing team efficiency.

# ACCOMPLISHMENTS

* Re-organized something to make it work better.
* Identified a problem and solved it.
* Used Microsoft Excel to develop inventory tracking spreadsheets.
* Come up with a new idea that improved things.
* Developed or implemented new procedures or systems.
* Worked on special projects.
* Received awards.
* Been complimented by your supervisor or co-workers

# CONTACT

**Address:** BANGALORE, India 560006

**Phone:** +91 6362928876

## Email:[arunkumarachari48@gmail.com](mailto:arunkumarachari48@gmail.com)

# SKILLS

* Sales Strategies
* Human Resources Oversight
* Store Merchandising
* Administrative Management
* Inventory Management
* Performance Monitoring and Evaluation

# WORK HISTORY

**STORE MANAGER,** 03/2021 to Current

## Xiaomi Technology India Pvt ltd, (Manpower Group Services India Pvt. Ltd) - Bengaluru, INDIA

* Managed inventory control, cash control and store opening and closing procedures.
* Managed store employees successfully in fast-paced environment through proactive communication and positive feedback.
* Completed point of sale opening and closing procedures.
* Maximized sales and minimized shrinkage through excellent customer service and adherence to standard practices.
* Devised processes to boost long-term business success and increase profit levels.
* Coached sales associates in product specifications, sales incentives and selling techniques, significantly increasing customer satisfaction ratings

**SENIOR SALES EXECUTIVE,** 08/2019 to 12/2020

## Channelplay Limited( ( Apple India Private Limited ) - BENGALURU, INDIA

* Created prospect rapport by approaching leads and cultivating strong business relationships through sales.
* Demonstrated products and features to customers, answered questions and overcame objections.
* Employed effective problem-solving techniques, increasing client satisfaction ratings.
* Analyzed market trends in consumer industries to implement appropriate marketing and sales methods.

**Senior Sales Executive,** 08/2012 to 08/2018

## Manpower Group Services India Pvt. Ltd( Apple India Private Limited ) -

BENGALURU**, INDIA**

* Utilized multiple marketing strategies to improve profitability.
* Recognized and resolved compound problems that effected upper-level management and business initiatives.
* Analyzed market trends in consumer industries to implement appropriate marketing and sales methods.
* Demonstrated products and features to customers, answered questions and overcame objections.

**Sales Advisor,** 06/2008 to 07/2012

## ManpowerGroup Services India Pvt. Ltd. (HTC INDIA Pvt) - BENGALURU, INDIA

* Listened to customer details and offered matching solutions to meet wide range of requirements.
* Maintained current knowledge of applicable sales and product changes in order to provide best possible service for all customer needs.
* Demonstrated features, answered questions and offered solutions.
* Responded to in-person and telephone requests for information about company offerings.

**Associate Store Team Leader,** 07/2006 to 05/2008

## Pantaloon Retail (India) Limited (Future Group) - BENGALURU, INDIA

* Maintained guest-friendly environment to drive sales, repeat business and service.
* Assisted customers with merchandise by answering product-related questions to guide customers through buying process.
* Opened and closed store by counting cash, closing and opening registers and delegating daily staff assignments.
* Greeted customers, helped locate merchandise and suggested suitable options.
* Checked pricing, scanned items, applied discounts and printed receipts to ring up customers.
* Monitored sales floor and merchandise displays for presentable condition, taking corrective action such as restocking or reorganizing products.

# EDUCATION

No Degree

**B.E.S College Bangalore** - BENGALURU

High School Diploma

**St Xavier's Boys High School** - BENGALURU

# LANGUAGES

## English

Advanced (C1)

## Hindi

Intermediate (B1)

## KANNADA

Beginner (A1)

**Your Sincerely**

**ARUN KUMAR N**