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| **SUNIL SOMPURA**  Acknowledged for delivering innovative solutions to ensure attainment of revenue & budget goals  Location Preference: Mumbai  sompurasm@gmail.com  +91-7304359535/ +91-9853990990 | |
| **CORE COMPETENCIES**    Team Management & Leadership  Retail Store Operations/Retail Sales  Strategic Sales & Marketing  Revenue Optimization  Vendor/Supplier Management  Project Management  Product/Brand Management  Customer Centric Operations  Profit Centre Operations  Cross-functional Coordination  Budgeting/Cost Reduction Initiatives  **SOFT SKILLS**  Collaborator    Planner  Result-oriented  Analytical  **CAREER TIMELINE**  **2019-2020**    **Aquadecor Showroom**  **1990-2002**  **D K Trivedi Marbles Pvt. Ltd. Project**  **2002-2010**  **2010-2015**  **Abhinav Buildmat**  **Kohler** | **EXECUTIVE PROFILE**   * **Extensive experience in managing multi-diverse functions** with **30 years** of career success in developing & executing business expansion strategies to accomplish top & bottom-line profitability * **Domain exposure entails Ceramic and Marble industry** * **Expertise in** formulating goals, short & long-term budgets as well as establishing business plans for accomplishment of target and goals of the organisation * **Skilled in** developing new areas for the organization,identifying key segment, strength and weakness of the location and building up highly-performing teams to accomplish the business targets * Proven success in developing new streams for revenue growth and **maintaining relationships with clients** in order to achieve the service norms by resolving their service related critical issues as well as ensuring highest satisfaction level * Skilled in formulating **store policies, procedures, service standards, budgets, operational norms, hygiene & customer services standards** * Experienced in **achieving desired targets** from the retail stores with overall ROI & sales turnover * Proficient in **planning and sourcing, forecasting the demand, identifying sourcing locations, Inventory Management, MIS and pricing operations** * **Experience in effective inventory control** through setting up quantity and quality limits based on sales and overall business plans * Hands-on experience in managing **merchandising, promotional events, budgeting, space management and so on** * **Resourceful in** monitoring delivery of high-quality customer experience, elevating customer satisfaction, while adhering to the SLAs along with effectively streamlining the processes * **Respect and Leverage Human Capital**: Motivate, mentor and lead talented professionals; Live the culture and lead by example   **WORK EXPERIENCE**  **2019-2020 with Kohler as Store Associate**   * Gained experience by working in the National Store at Vikhroli * Assisted in securing the deal in Kohler and sending quotation as well as recommendations * Extended support to the store for upgradation of the customer on their selection * Analyzing latest marketing trends, tracking competitors' activities & providing valuable inputs for fine-tuning sales & marketing strategies * Monitoring the store look and feel, staffing uniforms etc., stocks in store (motivating the store staff and also the higher ups to make sure that the store never runs over a stock out) * Churning profitability of the stores along with top line * Implementing and following up retail practices and standards across all stores * Rolling out Annual Business Plan for the business partners and aligned it with the company’s objectives ; monitoring the timely launch & availability of new products across all retail counters * Formulating strategies for maximizing profitability & revenue generation, realizing organizational goals; conceptualizing & implementing plans/objectives in sync with vision and mission |
| **2010-2015 with D K Trivedi Marbles Pvt. Ltd. Project in Singapore as HOD**   * Visited China for attending exhibitions & fairs pertaining to Ceramics * Supervised the project of Pagoda Temple from Singapore office for Vietnam location * Successfully managed cost-effective procurement of fittings and tiles for whole project   **2002-2010 with Abhinav Buildmat, Thane as Retail Store Manager**   * Liaised and coordinated with the Architects and Interior Designers * Delivered valuable suggestions to the customers basis the requirements; extended support in finalizing the product * Attended & ensured prompt resolution of the logged customer complaints   **1990-2002 with Aquadecor Showroom, Thane as Proprietor**   * Dealt in Bathroom Fittings and Tiles with top brands such as Jaquar, Aquel, Somany, Nitco and Johonson tiles   **EDUCATION**  **Post-Graduation from Sir J J School of Fine Arts, Mumbai**   |  |  | | --- | --- | |  | **Commercial Art Degree** |   **PERSONAL DETAILS**  **Date of Birth:** 25th May 1965  **Languages Known:** English, Hindi, Gujarati and Marathi  **Address:** 9, Sunflower Row House, Opposite Old Police Lane, Kharkarali, Thane (W)- 400601 | |