***CURRICULUM VITAE***



***Career Objective:-***

***To excel myself in the retail field with the enormous experience availed in my tenure overseas as well as within India working with a Big Group as Landmark Group at Jordan .***

***Looking in for still better prospects .***

***Work Experience within India:-***

1) **BIG KIDS KEMP** 2001 till may 2006 WORKED FOR 6 YEAR AS **A SALES EXECUTIVE** KIDS division.

2) Worked with **PROLINE / FILA Franchise** as a **Asst store manager**  from july 2006 Feb ’2010 till MAY’2010, before moving to Jordan for better opportunity.

***Overseas:-***

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**3) in MAY 2010 till 2019 JULY Landmark Group of Company ,MAX Jordan PSC Ltd as a Store Manager.** Got the promotion to a senior position within 2 year

4) Since **OCT 2019** till presently working in **Ritz interior studio ( Makwana )** indra nagar as a **Store manager** and currently working in the same position as of date.

Opening of store & closing ,welcome walk in client assist and brief them about

modular furniture kitchen , ward robe products. Handel entire showroom management sales staff, designers, petty cash other team members. Follow up with architect & interior designers , builders make an appointment for presentation , work with designer team to ensure the customer specification are captured accurately , coordinate with manufacturer and installer for smooth execution of each requirement .

## ***Main Job Responsibilities:-***

**Using business awareness to maximize sales**

* Movement of stock in and out of the assigned section.
* Maintain high standards of visual appearance throughout the section
* Provide the highest standards of customer service by demonstrating excellent knowledge of products and services
* Ensure awareness and vigilance at all times of security in the showroom.
* Handle all customer complaints in line with company policy.
* Optimize sales in line with company targets and try to achieve more.
* Ensuring all staff are aware of and focused on achieving sales targets daily
* Operate an effective stock management system (Shop floor & Back store) to
* maximize sales and profitability
* Provide department reports on slow moving, fast moving and non-moving lines for revision to my Country head.
* Monitor sales performance against last year, last week and budget on a daily and weekly basis and communicate to staff
* Ensure that plans for seasonal promotions are in place, using all relevant information and resources
* Have a look into the movement report of the goods and ensure that the stocks are replenished timely from the warehouse to maintain the constancy in the achievement of department targets.

**Managing others to maximize sales**

* Supervising and managing staff and staff issues – including staff rotation, staff supervision
* Ensure tasks are delegated appropriately in accordance with people's skills and abilities
* Ensure that staff adopt and adhere to the company dress code in order to promote a positive and professional image at all times
* Ensure that staff has the skills needed to meet company expectations and identify and priorities training needs accordingly.
* Monitor the performance of new joiners and give feedback as appropriate to the Country Head.
* Carry out regular and relevant in-store training in the sections product range
* Ensure morning briefing is done with all the floor staff and the plan of action for the day .

***Strength:***

Working with Commitment & Dedication

Willingness to learn & prosper

Able to adjust myself to the changing work conditions.



**Personal Details:-**

**Name :- sunil .D**

**Address :- 207, 3RD B MAIN BDA Layout Chick banaswadi Bangalore**

**Nationality** : Indian

**Date of Birth** : 14 -08-1979

**Marital Status** : Married

**Languages Known** : English, Hindi, Marathi, tamil, telugu, kannada and Arabic.

**Contact Details :-**  : 00919844526460

**CASTE** : Hindu

**E- Mail id** : [sunil984452@gmail.com](mailto:sunil984452@gmail.com)

##### **Professional And Academic qualifications :-**

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| --- | --- | --- | --- |
| ***DEGREE*** | ***YEAR*** | ***COLLEGE /SCHOOL*** | |
| ***B.COM*** | *2000* | *RBANMS UNIVERSITY.* |
| ***H.S.C.*** | 1997 | *RBANMS College* | |
| ***S.S.C*** | *1995* | ST.XAVIERS HIGH SCHOOL | |

**Knowledge of computers.**

* *Ms excel, words and surfing chatting, social media*

( sunil.D.Rao )