**PRAKASH A RELWANI**

LOFT 19

FORT TYSON RISE

FRIGATE BAY,

ST KITTS

Tel: 1-869-765-0251

Email: p.relwani@hotmail.com

**QUALIFICATIONS SUMMARY**

More than 15 years of experience with overall administration of retail jewelry sales department and service operations, supervision of merchandising, asset management, customer service and department maintenance, management and direct team development among 20 sales associates responsible for hiring, training, and motivating sales staff personnel, excellent communication and interpersonal skills and strong ability to work successfully with division managers, customers and staff.

**EDUCATION:**

Degree in Bachelor of Commerce, New Delhi- Year 1992

Accredited Jewelry Professional (AJP) **GIA USA-** Year 2007

Diploma in Diamond Assortment, Grading and Marketing from Indo-American Society, Mumbai- Year 1992

Diploma in Gemology (Graduate Gemologist) from Gemological Institute of India, Mumbai- Year 1996

Diploma in Accountancy from Bandra Commercial Institute, Mumbai- Year 1988

**RELEVANT EXPERIENCE**

Senior Sales Executive and Gemologist Effy Jewelry in St Kitts **since 2017.**

Senior Manager at Diamonds International, Bay Street, Nassau, the Bahamas from **2010-2017**. The Bahamas is the busiest port in the Caribbean with Carnival, Norwegian and Royal Caribbean Terminals.

Recognized for outstanding Store Sales in 2011-2012 with an increase in sales by 25-30 % and Sales increase by 30-40% in 2012-2013 through constant training and motivation.

Specialized Sales in Diamond brand names like Forever Mark, Hearts on Fire and Crown of Light and also watch brands – Longines, Audemars Piguet, Movado, Ulysee Nardin and Glashutte

Store Manager: Diamonds International, L G Smith Boulevard, Aruba (Netherlands Antilles)

**2001 till 2009.**

Focused on growth opportunities and managed 2 stores single handedly. Exceed yearly targets by 20 % on regular basis. Specialized in Tanzanite and Emeralds. Excellent customer service record and Port Lecturer relations. Created a liaison between staff and management to achieve company’s goals.

Manager: Elite Creations Mumbai **1996-2001** manufacturing Jewelry for Exports and Trading in Loose Diamonds, Precious and Semi-Precious Gemstones

Apprentice: Tanwani Gems Mumbai **1993-1996** Diamond Assortment and Grading and Export Sales based in Mumbai, Jaipur and Bangkok.

**PROFESSIONAL AFFILIATIONS**

GIA Alumni Association- New York Chapter- 2007

**LANGUAGES SPOKEN**

Fluent in Spanish, French, English, Hindi, and Papiamento