Yasasvi Dhalwal

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Career Objective

To work in a meaningful and challenging position that enables me to develop myself as a professional and permits scope for advancement, so that I can prove myself to be the best asset for the organization I am working for.

Professional Summary

Developed successful sale strategies based on sales trends and customer demands. Monthly and weekly forecasting on replenishment product and monitor stock level. Fostered team environment by mentoring, managing, counseling, coaching and motivating to exceed sales goal, productivity and operation standards. Support operational and administrative functions.

Skills

* Flexible team player
* Strategic thinker
* Ability to lead ,motivate and develop a team
* Goal oriented
* Data analysis
* Collection launches
* Effective multi-tasker
* Business process improvement
* Layout and Design

Work History

**Operation Leader** **11/2015 to 1/2018**

Zara, Ambience Mall, Gurgaon, HR

* Coached and mentored new staff members, including conducting performance reviews.
* Maintained and monitored the server room, the wireless network and other server infrastructure.
* Commercial floor map and visual merchandising
* Meeting high standards of display and visual merchandising
* Generate repeat business through exceptional customer service
* Analyze sales reports and made strategic  commercial decision to find opportunities to increase sales
* Conduct store inventory once per quarter
* Assign employees to specific duties to best meet the needs of the store
* Keep track of stock through Radio-Frequency identification
* Guarding against shoplifting
* Perfect knowledge on trends, product, and collection. Transmit and teach the team for giving fashion advice to customer.
* Understand customer need. Able to seek multiple ways to meet customer requests/ needs maximizing the sales.
* Plan the Briefing Calendar according to the situation of the store/ seasons/ staff.
* Give and obtain information to/ from managers, commercials and product manager (product defect, selling difficulties, customer needs).

**END OF SEASON SALE**

Check the stock of sales items with commercial

Reorganize stockroom with hangers, price signage, labels, shopping bags etc

Confirm the floor plan with commercial and merchandising team

Education

GED: **2012-2015**

**FOOTWEAR DESIGN AND DEVELOPMENT INSTITUTE** –ROHTAK

**Fashion Merchandising and Retail Management**

Academic Project

* Project on trims and components
* Project on weaving in fabric and garment
* Project on window displays
* Project on marketing strategy of puma
* Work on CAD/CAM and Corel-Draw

(**Yasasvi Dhalwal)**