

## ATIF

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### CARRIER OBJECTIVES

Seeking a challenging position in an esteemed organization where I could enhance my skill and strengths in conjunction with the companion's goals and objectives.

### SKILLS

Good collaborators able to bridge internal and external clients organized with good analytical abilities and presentation skill. Good Communication, Articulate, and Well-Spoken, Customer Service-Oriented, Accurate, and Detailed Inventory Control, Merchandising, Sales Management, Critical, Employee Training, and Development, Administration, Leadership, Sales, and Profit Enhancement.

### WORK PROFILE

-9 Years experience in **Retail** Industry

-Assistant Store Manager(Sept 2023 to Till Date) Genes Lecoanet Hemant (Luxury Designer brand-EBO)

-Assistant Store Manager(July 2022 to Aug 2023) Go Colors Pvt Ltd (EBO)

-Team Leader (Apr-2016 to June-2022) Max division Lifestyle International Pvt Ltd (MBO) **Opertaion**

- Achieve sales targets & ensure profitability of the Store
- Review sales performance of Store & give accurate & timely information pertaining to sales
- Analyze space allocation category wise & sub category wise with respect to sales generated & season
- Increase & decrease space allocation & make alteration of fittings on that basis
- Coordinates with category team to ensure proper running of the schemes
- Resolving the customer complaints & maintain customer relationships.
- Updates the merchandising team to ensure latest trend in the markets.
- Visual presentation of the merchandise
- Identifying competitors in each & every category comparing their prices, physical appearances, fixtures & area allocation of department.

#### Inventory Management

- Ensure the Optimum Stock Levels are maintained through an Efficient Ordering System.
- Coordinates with Warehouse team for arrange Stock in Store.
- Control Damages on the floor with help of staff & remove damage & defective Stock from the floor.
- Global Count on weekly basis

#### Visual Merchandising

Highlight of the brand's product keeping both item & visual presentations with a clear understanding of styles & category.

#### Store Operations

- Forecasting sales and budgeting
- Oversight of inventory and loss prevention
- Oversight of all internal controls such as for cash handling
- Performance review
- All aspects of customer service.
- Internal and external communication

#### It Skills

- Retail POS Software
- Analyzing the daily sales report on POS and closely monitoring the sale of various products and taking steps to ensure that no item becomes dead in the stock.
- Closely analyzing the sale of fast moving and slow moving and indenting accordingly.

### PERSONAL DETAILS

- **Date of birth-** 4 March 1998
- **Fathers name-** Mohammad Jamil
- **Sex -** Male
- **Language known -** Hindi & English
- **Nationality-** Indian

### EDUCATION

**PGDM from**  
Welingkar Institute of Business Management 2020  
**Graduate from**  
Delhi University 2018  
**School from**  
CBSE Board Delhi 2015

Date.....

Place.....

Sign.....