**Rikesh Maharjan**

**Seeking a position which I carefully utilize my skills and education that offers opportunity for growth, contribution and advancement.**

**CAREER SNAPSHOT**

* A dynamic professional with over 2 years of work experience in Retail Sales, Visual Merchandising & Inventory Control, Customer Service and Team Management.
* Well versed with market trends in the Retail industry; with sound understanding of forthcoming customer initiatives, and new retail formats.
* Distinction of significantly enhancing business across various assignments. Have always ensured that standards for quality, customer service and health and safety are met.
* Acknowledged as an excellent people manager who has fostered teams that delivered positive results.
* An enterprising leader with strong analytical, problem solving & organisational abilities.

**KEY RESULT AREAS**

**Sales & Marketing**

* Organizing marketing strategies to drive volumes & achieve high profitability. Managing necessary marketing infrastructure to support the business through anticipated growth.
* Developing relationships with key decision-makers for business development.
* Utilizing the client’s feedback & personal network to develop marketing intelligence for generating leads.

**Visual Merchandising & Inventory Control**

* Ensuring that visual merchandising is consistent with customers' expectations of the brand.
* Developing [planograms](http://en.wikipedia.org/wiki/Planogram) to indicate product placement, while at the same time assuring that stores are compliant with the company's [brand](http://en.wikipedia.org/wiki/Brand) image.
* Checking [inventory](http://en.wikipedia.org/wiki/Inventory) of products, ensuring that shelves and racks remain stocked and that the product is frequently rotated out of storage areas.
* Evaluating shrinkage, implementing effective merchandising techniques and customer service skills to minimize the possibility of the product being [stolen](http://en.wikipedia.org/wiki/Theft).
* Managing stock levels and making key decisions about stock control.

**Customer Service**

* Touring the sales floor regularly, talking to customers, identifying or resolving urgent issues.
* Receiving unsolicited feedback from customers, intervening in confrontations between customers and employees. Making exceptions to store policies in critical situations.
* At times, deferring to employees' best judgment in handling customer service situations.

**Work Experience**

* Two years working in sales for ***Furniture land P.v.t L.t.d***
* One year experience in ***Emirates Flight Catering U.A.E , Dubai***

***International Airport***

***DUTIES AND RESPONSIBILITIES***

Roles & Responsibilities

* Planning the entire department display and other visual merchandising activities with visual merchandiser.
* Handling all functions pertaining to customer queries and taking necessary steps to enhance client servicing.
* Leading the department with staff, according to big responsible
* Responsible for managing the functions of the SKU.
* Placing orders for all section.
* Keeping a thorough record of the inventory / stock position.
* Executing functions pertaining to up-selling and cross-selling of various products of the organization.
* Making daily sales report (DSR) on daily basis, damage report and ageing stock and communicate directly to the concern person through mail.

Highlights

* Recognized by senior management for achieving the sales target on a regular basis. .
* Merchandising the Items

**Academi**

Shree Mahankal Secondary School - (SLC) School Leaving Certificate

Ratna Rajya Laxmi Multipel collage - Diploma in English

**IT SKILLS**

* Proficient in Word, Excel, PowerPoint, & basic Internet Operations.

**PERSONAL DOSSIER**

Name Rikesh Maharjan

Date of Birth09 February 1987

Nationality Nepali

Gender Male

**Job Seeker First Name / CV No: 1841718**

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