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| **MOHANKUMAR**  [**MOHANKUMAR.359282@2freemail.com**](mailto:MOHANKUMAR.359282@2freemail.com) |

OBJECTIVE : To become a successful professional and to work in an innovative and competitive environment as a contributing member with commitment and dedication , where my educational and professional potential meeta the needs of the industry

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| SKILLS AND ABILITIES : 21 Years experiance in Retail Store Sales and Management  Adaptable to any working atmosphere  Ability to manage works and meet deadlines under pressure  Experiance in warehouse and store keeping ,cash handling , customer  Relation, Inventory management .    EXPERIANCE : **STORE MANAGER IN MORE & LESS MBO STORE, KOCHI ,KERALA**  From December 2010 to March 2017  More & Less is a Multi Brand Discount Outlet the first type of such store  Started in Kochi.  **Key Responsibilities** |
| 1. **Managing staffs, maintaining stocks level and reorder, ageing stock rotation** 2. **Coordinating with managementabout stock & trend, reporting to management regarding sales and stock** 3. **Maintaining neatness& cleanliness in the store,** 4. **Ensure that customers are happy while shopping.** 5. **Motivating staff for achieving their targets.** 6. **Looking after day to day accounts , bank and party reconciliation , keeping track of debtors and creditors and following for payments .**     **STORE MANAGER AT REID AND TAYLOR , KOCHI, KERALA**  **C:\Users\hp\Desktop\images.jpg**  From January 2008 to November 2010    Reid and Taylor (India)Ltd is a subsidiary of SKNL , synonymous with the  British Tradition, Reid&Taylor has been styling the worlds for over 170 yrs. |
| **Key Responsibilities**   1. **Handling correspondence and filing letters , fax etc** 2. **Responsible for planning and implementing sales concepts** 3. **Client interaction and meeting them on regular basis as a part of business development** 4. **Handling of sales and stock** 5. **Preparing the sales and stock reports and presenting to the management** 6. **Handling the daily operation of the store** 7. **Handling the day to day accounts and banking .** 8. **Motivating the staff for achieving the targets**   **ASSISTANT STORE MANAGER AT MY KINGDOM THE FAMILY STORE,**  **KOCHI , KERALA.**    From April 2005 to October 2007    **My Kingdom** is a subsidiary of the **Lachmandas and SonsGroup** in Kochi  who are the distributors of **ITC Ltd** and **Bombay Dyeing** in Kochi ,  Franchisee of **Raymond Ltd** and has 5 stores in Kochi for the last 2  Decades.    **Key responsibilities**   1. **Customer services** 2. **Taking care of Merchanding and Stock position** 3. **Motivating Sales and achieving Sales Target given per month** 4. **Co-coordinating with Buyers And Suppliers and quantitative report on weekly basis given to the buyers** 5. **Promoting the sales staff to achieve the targets by giving recognition and incentives**   **RAYMOND LTD FROM THE POST OF CASHIER TO ASST MANAGER,**  **KOCHI, KERALA.**  **C:\Users\hp\Desktop\download (1).jpg**  From April 1996 to March 2005 |
| The Raymond Group was incorporated in 1925 and within a span of few  Years ,transformed from being an Indian textile major to being a global  conglomerate |
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| **Key Responsibilities**   1. **Customer services** 2. **Cash management** 3. **Bank & Credit card reconciliation , Party reconciliation** 4. **Taking care of Merchanding, Stock position** 5. **Receving goods from company and allocating stock to all the stores as per the stock holding and movement of stock.** 6. **Motivating staff for achieving Sales Target given per month** 7. **Co-ordinating with Buyers, Managers and suppliers** 8. **Quantitative report on weekly basis given to the buyers** 9. **Maintaining stock movement charts of the stores** |
| EDUCATIONAL QUALIFICATION : Pre Degree from Mahatma Gandhi University , Kottayam  Academic Year 1992- 1993 Marks : 57 % |
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COMMUNICATION :

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| **LANGUAGE** | **SPEAK** | **READ** | **WRITE** |
| **ENGLISH** | GOOD | EXCELLENT | EXCELLENT |
| **MALAYALAM** | GOOD | GOOD | AVERAGE |
| **TAMIL** | EXCELLENT | EXCELLENT | EXCELLENT |
| **HINDI** | AVERAGE | NO | NO |
| **TELUGU** | AVERAGE | NO | NO |

I hereby declare that the above-furnished information is true to best of my knowledge and belief