TO,

The HR-Manager

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Respected Sir,

Application for the Post of

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**I** **MOHAMMED** Work as  **STORE MANAGER OPERATIONS** at **SPLASH FASHIONS INDIA PVT LTD** would like to Place myself for your kind consideration for the above-mentioned post. As per my eligibility norms I Have completed **B.COM** from **HIMES INSTITUTE OF MANAGEMENT**. As per my current job which is a total Customer service oriented job in which we are highly trained.

 My job profile demands Sales Process, Handling Retail Operations, Merchandise planning, Inventory management and Systems Handling for back end work and also doing front Customer Services.

 My Plus Points:

• Manage and motivate a team to increase sales and ensure efficiency.

• Ensuring that standards for quality, customer service and health and safety are always met.

• Maintaining an awareness of market trends in the retail industry..

Taking the above things in consideration if you give me a chance to associate myself to your esteemed organization to prove my abilities I would be highly obliged.

 Thanking you in anticipation,

# MOHAMMED

 Mohammed.359481@2freemail.com

 

**OBJECTIVE:** To give my experience to the company working and contributing the organizational and personal growth.

**EDUCATIONAL PROFILE:** B.COM

 HIMES INSTITUTE OF MANAGEMENT

 Intermediate

 Board of Intermediate, Hyderabad.

 Secondary School Certificate

 Board of Secondary Education, Hyderabad.

**TECHNICAL SUMMARY:** Fair knowledge of Windows, MS-Office, and MS-Excel.

**EXPERIENCE PROFILE:** work as a **Store Manager** Operations in **SPLASH STORE. (SPLASH FASHIONS IND PVT LTD). Joined 24thAugust 2008 to 28/feb2017.**

**Job Description**: Handling Retail Store Operations in **APPARELS**.

Having overall accountability for growing the sales and profitability throughout each area of the store.

 Managing teams to deliver KPI's and compliance throughout the operation, as well as delivering excellent standards of customer service.

Duties:

• Driving and maximizing the sales and profitability of the store to achieve growth.

• Monitoring and review staff and store performance on a regular basis.

• Driving sales through maximizing team performance.

• Organizing, preparing and arranging promotional materials and displays.

• Maximizing sales through effective merchandising.

• Leading by example in all aspects of the role.

• Recruiting, training, supervising and appraising staff.

• Maintaining accurate statistical and financial records.

• Creating a combination of real value for money and outstanding customer service.

Worked at **splash store. (Splash fashions Ind Pvt Ltd**  Fashions consultant from 24th August 2008 to 31st march 2012

Worked at **splash store. (Splash fashions Ind Pvt Ltd**  ASST MANAGER from 31st march 2012 to 31st march 2014

 • A comprehensive understanding of retail laws, security & health and safety issues.

 • Creating short and long terms business plans.

 • Can support a team and manage both good and poor performance.

 • Proactive and able to use initiative when solving problems.

 • Commercial awareness with superb business skills.

 • Having a fast moving `can do` attitude.

 • Good IT skills and knowledge of the latest retail software systems.

 • Able to develop staff through performance management.

 **Setting top line target and achievement**

#####  **Thereof** –Take up various retail initiative and

####  Make strategies to ensure targets are achieved.

 **Margin Achievement** - To ensure category wise top line achievement for Bottom line better margins.

**EXPERIENCE PROFILE Worked at** **ROYAL SPORTING** **HOUSE** **(**a Unit

Of **ROYAL CLICKS, SINGAPORE).**

 Designated as a Sales Executive**)** From

 25th April 2006 to 31st July 2008.

 **JOB PROFILE**

 People Management

 Customer Relationship management

######  Local Store Marketing/Promotions

 Merchandise planning/

 Inventory management/

######  Stock replenishment

###  Handling Retail Operations

 Maintaining Ledger Books

 Taking Responsibilities of Bank Transaction

 Maintenance of Store Ambience.

 Coordinating direct with Head Office

**PERSONAL PROFILE:**

Date of Birth: 14th Dec’1986

### Marital Status: Married

**PERSONAL BRIEFING**: Ability to work proficiently on any given

 Challenging job possessing the qualities of a

 Good team leader. Striving hard at work,

 Excellent communication.

Willing to work in a professional environment.