** Asam**

**Contact: C/o 971505891826**

**E-mail id:** [**asam.377041@2freemail.com**](mailto:asam.377041@2freemail.com)

**Summary:**

Solution Focused, Result oriented Retail Sales Manager Professional offering more than 4 of experience in sales, operations &Business Development .working in challenging environments, where every situation required immediate attention. I quickly learn to handle various situations professionally and efficiently with available resources.

**Professional Experience**:

**Future retail limited Mar 2017 - Present**

**Team leader**

**Responsibilities: **

* Sales & operation of store.
* Control the Shrink & Dump of the Store.
* Responsible for the Store Audits.
* Team Handling.
* Control the Store Budget.
* Work on Store Profit & Loss.

**Indulge Beverages (Pvt.) Ltd (Bonhomia) Sep 2015-Dec 2016**

**Retail sales Executive**

**Responsibilities**:

* Key accounts handling.
* Generate the revenue by Identifying, Analyzing and Acquiring Key Accounts/ Retail & Institutional Accounts across City for Bonhomia Coffee Brewer.
* Handle sales, Customer support service, Stocks of the company, & Promotions across the city.
* Team Handling.
* Store sales and promoters training.
* Responsible for the demonstration of coffee brewer to different potential place.
* Engaged in New Business Initiatives, Generate New Product Development Ideas, Introducing New range of products to client.

**Jai beverages pvt ltd jammu Mar 2011-Apr 2013**

**Customer executive modern trade**

**Responsibilities:**

* Accountable for Distribution and sales tame Handling,meeting sales target,planning &execution in modern trade
* Driving Volume and growth in given territory i.e jammu.
* Merchandising and promotion.
* Managing & developing of Team
* Key Accounts Handling.
* New Customer Development

**Education:**

* M.B.A from University School of Business Chandigarh University 2015
* B.B.A from Dept. of Commerce & Management Kashmir University 2013

**Co-Curricular Activities:**

* Member of Green Club.
* Member of Cricket Team.

**Personal Detail:**

Date of Birth: 01-01-1990