

**Abdul**

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**PROFESSIONAL PROFILE**

Quick learner, able to grasp new ideas, Concepts and methods. Ability to work as an Individual and in a group

OBJECTIVE

Seeking a career-oriented position with a multinational or professionally managed organization where my work experiences are best utilized for dedicated   
corporate development. A position where talent, sense of responsibility, commitment, output of work required along with personnel and professional growth is commensurate with achievement.

**WORK EXPERIENCE**

**Designation- Store Manager 2018 to 2019**

Oversee all day-to-day operations in Store.

Using Information Technology to record Sales figures & Data Analysis.

Sales, Customer Service & Merchandising.

Responsible to drive the business forward to meet and exceed Store targets.

Handling the shop-floor interaction with customers for effective resolution of customer grievances and obtaining feedback

Responding to customer complaints and comments

Interfacing the in-store promotional activities for new arrivals & special products

Coordinating with for ensuring adequate stock & placing timely orders

Check inventory to ensure product is in stock.

Leading & monitoring the performance of team members to ensure efficiency in sales operations and meeting of individual & group targets.

Attend to customer needs, inquires and follow ups related to IT department.

**Designation- Store Manager 2016 to 2018**

KAZO Fashion Pvt Ltd.

Oversee all day-to-day operations in Store.

Using Information Technology to record Sales figures & Data Analysis.

Sales, Customer Service & Merchandising.

Responsible to drive the business forward to meet and exceed Store targets.

Handling the shop-floor interaction with customers for effective resolution of customer grievances and obtaining feedback

Responding to customer complaints and comments

Interfacing the in-store promotional activities for new arrivals & special products

Coordinating with for ensuring adequate stock & placing timely orders

Check inventory to ensure product is in stock.

Leading & monitoring the performance of team members to ensure efficiency in sales operations and meeting of individual & group targets.

Attend to customer needs, inquires and follow ups related to IT department.

**Designation- Store Manager 2013 to 2016**

Oversee all day-to-day operations in Store.

Using Information Technology to record Sales figures & Data Analysis.

Sales, Customer Service & Merchandising.

Responsible to drive the business forward to meet and exceed Store targets.

Handling the shop-floor interaction with customers for effective resolution of customer grievances and obtaining feedback

Responding to customer complaints and comments

Interfacing the in-store promotional activities for new arrivals & special products

Coordinating with for ensuring adequate stock & placing timely orders

Check inventory to ensure product is in stock.

Leading & monitoring the performance of team members to ensure efficiency in sales operations and meeting of individual & group targets.

Attend to customer needs, inquires and follow ups related to IT department.

**MANGO**

Company- DLF Brands Ltd. 2011 to 2013

Designation- SENIOR Fashion Consultant

Created and maintained team relationships.  
Looking after entire process in the absence of the SM.  
VM champ for the store.  
Building up strong relation with the customers by collecting their data and informing them about new  
Arrivals, scheme by calls, messages and email to increase the sales.  
Looking after KPI’s of the staff and helping them to achieve them.  
Training new staff about products, company profile and customer profile of the brand.

Oversee all day-to-day operations in Store.

Using Information Technology to record Sales figures & Data Analysis.

Sales, Customer Service & Merchandising.

Responsible to drive the business forward to meet and exceed Store targets.

Handling the shop-floor interaction with customers for effective resolution of customer grievances and obtaining feedback

Responding to customer complaints and comments

Interfacing the in-store promotional activities for new arrivals & special products

Coordinating with for ensuring adequate stock & placing timely orders

Check inventory to ensure product is in stock.

Leading & monitoring the performance of team members to ensure efficiency in sales operations and meeting of individual & group targets.

Attend to customer needs, inquires and follow ups related to IT department

**French Connection**, (My Store Pvt Ltd) 2010 to 2011  
Fashion Consultant for MIS

Created and maintained team relationships.  
Building up strong relation with the customers by collecting their data and informing them about new

Arrivals, scheme by calls, messages and email to increase the sales.

Pushing up sales.  
Understanding customer’s requirements and suggesting them about the fits.  
Cross selling, up selling,add on selling.  
Daily global count.  
Understanding fits of the brand and accordingly explaining to the customers.

**ACADEMIA**

Bcom.

2008-2009 HSC AIJ School Maharashtra Board

2007-2008 SSC AIJ SchoolMaharashtra Board

**ADDITIONAL QUALIFICATIONS**  
  
Computer Proficiency:   
Operating System: Navision,SAP, SHOPPERS9, R Pro,Windows¬ 98, 2003, 2007-08

Computer Courses Completed through¬ MS CIT  
  
  
**ACHIVEMENT/AWARDS**  
 Highest sale of 4 lakhs in a month was achieved at FCUK.  
 Made a highest bill of 75 thousand.  
  
  
**HOBBIES**

Playing Cricket  
Watching Movies

**PERSONAL DOSSIER**  
  
  
Date of Birth: 25th January, 1993  
Gender: Male  
Marital Status: Single  
Languages Known: English, Hindi, Marathi, Urdu