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**ANURAG** **ANURAG.304641@2freemail.com**

**STORE MANAGER**

* Awareness Against Child Sexual Abuse,
* AARAMBH (NGO)
* Study on D-MART retail, Aditya Birla Retail Limited
* Effectiveness of Visual Merchandising
* SMS Marketing
* Customer Profiling
* Loyalty Card Enrollment

**SHOPPER STOP**

**MANAGEMENT TRAINEE | MUMBAI, INDIA | JAN 2014 – OCT 2014**

* Supported the store manager in increasing our month to month sale revenue by 7%
* Recruited, hired and trained 30+ new associates and developed them into productive team member with excellent product knowledge
* Protected store assets and merchandise by adhering to company Standard of Operations (SOP’s)
* Build customer loyalty through exceptional customer service techniques and an engaging in- store experience

**LANDMARK INTERNATIONAL**

**STORE MANAGER | RIYADH, KSA | MAY 2015 – PRESENT**

* Exceeded annual sales forecast by $100,000 in first year as store manager
* Day to day operation of 9000 sq.ft store generation more than $ 8M in annual revenue
* Analyzed sales data, including profit and loss statement, to compose store budget that cut costs by 17%
* Plan and led the implementation of all seasonal floor – sets to ensure they met company standards and deadlines

**MANAGEMENT TRAINEE**

**LANDMARK INTERNATIONAL - KOTON**

**STORE MANAGER | RIYADH, KSA | JUNE 2015 – PRESENT**

* Day to day operation of 9000 sq.ft store generation more than $2M in annual revenue
* Exceeded annual sales forecast by $100,000 in first year as store manager
* Analyzed sales data, including profit and loss statement, to compose store budget that cut costs by 13%
* Plan and led the implementation of all seasonal floor – sets to ensure they met company standards and deadlines

**RELEVANT WORK EXPERIENCE**

* **Store Manager** with **3 years** of experience in the apparel, accessories and footwear
* **Management**: Quarterback a team of 11 sales associate, 1 assistant store manager and 2 supervisors to drive sale and strengthen brand loyalty
* **Result**-**oriented**: Exceeded annual sale forecast by $100,000 in first year as store manager
* **Achievement**: Awarded the title of “# 2nd growth in district” based on yearly sale growth

**PROFESSIONAL PROFILE**

I seek to contribute in a professional and growth oriented organization the utilize and supplements my capabilities in operation management, resource optimization and business development to achieve the mutual goal of growth and success for myself and my esteemed employer.

* Highest package of college in Campus placement at Landmark Arabia (M.B.A)
* Qualified for Central Counselling in All India Engineering Entrance

 Examination (AIEEE-2008)

* Scored 100 out of 100 marks in Qualitative and Quantitative (98.8)percentile in MAT MBA(2013)

**Achievements**

[Type a quote from the document or the summary of an interesting point. You can position the text box anywhere in the document. Use the Drawing Tools tab to change the formatting of the pull quote text box.]

**Project Initiated**

* Finance management
* Hiring/Training/Development
* Operational excellence
* Business Development
* Relationship Management
* Sales Leadership
* Security and loss control
* Inventory management
* Market research

**Area of Expertise**

**OBJECTIVE**

[Type a quote from the document or the summary of an interesting point. You can position the text box anywhere in the document. Use the Drawing Tools tab to change the formatting of the pull quote text box.]

* English (Fluent)
* Hindi (Native)
* Arabic (Basic)

**Master of Business Administration (MBA) (2013 – 2015)**

ITM Business School (Navi Mumbai-Maharashtra)

**Retail Management and Marketing** **(3.2/5-CGPA)**

**Bachelor of Engineering (B.E) (2008 – 2012)**

Maharashtra Institute of Technology (Pune-Maharashtra)

**Information and Technology (67%)**

**EDUCATION**

* License to operate (LTO) Certified
* NSC First Aid Certified
* Volunteer
* Student Rep
* Peer Mentoring
* Join a sports team
* Long-Term Dedication

**EXTRACURRICULAR ACTIVITY activities**

**Language**

**CERTIFICATIONS**

* MS Office (Word, PowerPoint, Excel, Outlook)
* Microsoft Visual
* Adobe Photoshop
* Data Analytics

**Technical Skills**