**CURRICULUM VITAE**

**DEENBANDHU**

**Email:** [**deenbandhu.388188@2freemail.com**](mailto:deenbandhu.388188@2freemail.com)

**STRENGHT:**

* **Highly motivated & enthusiastic to work in a team.**
* **Adjustable to any environment.**
* **Looking forward to work in the area of the company that provide opportunity to learn and enhanced technical as well as professional skills.**

**EDUCATION QUALIFICATION:**

|  |  |  |  |
| --- | --- | --- | --- |
| **S.** | **Class/Courses** | **Board/University** | **Grade** |
| **No.** |  |  |  |
| **1** | **Secondary** | **R.B.S.E.** | **PASSED** |
|  |  |  |  |
| **2** | **Sr. Secondary** | **R.B.S.E.** | **PASSED** |
|  |  |  |  |
| **3** | **B.A.** | **UNIVERSITY OF UDAIPUR** | **PASSED** |
|  |  |  |  |
| **4** | **MBA** | **UNIVERSITY OF IIBMS JAIPUR** | **PASSED** |
|  |  |  |  |

**TEACHNICAL QUALIFICATION:**

**Computer Basic.**

**MS Excel.**

**EXPERIENCE:**

* **1 Year 6 Months Experience in Wal-Mart (Best Price) as AP (Assets Protection) associate.**
* **3 Years Experience in Wal – Mart (Best price) as ATL (Associate Team Leader).**
* **1 Year 6 months experience in future group as a TL (Team Leader).**

**KRA (Key Responsibility Area):**

**-Sales**

**-Internal Process (SOP-standard operating procedures)**

**-Customer Service**

**-Shrinkage**

**-Attrition Rate**

**CORE COMPETENCIES:**

**Retail Operations:**

**Understanding the customer mind-set and delivering according to their requirements. Responsible for driving sales. Converting all leads into achievement**

**by being focused & persistent towards sales. Product merchandising at stores and team building of store sales team. Co-ordination of Various in stores activities like SOH, Promotion etc. Ability to understand the market pulse and suggest changes to improve floor sales in stores.**

**JOB DESCRIPTION:**

**BUSINESS**

**Store Operations. Store marketing events & promotions implementation. Visual Merchandising: - to ensure that store visual merchandising is maintained as per the season. Store Maintenance: - to ensure that the store is properly maintained in terms of cleanliness, fixtures etc. Marketing Initiatives: - to proactively participate in sales promotion schemes, customer loyalty program. Tracking sales to analyse the SKU’ s moving fast and slow. Providing samples to customers for imported fruits and cheese to aware people and generate business.**

**CUSTOMER**

**To coach Service Associates to adhere to customer service standards.**

**Providing customer a good knowledge about different varieties of products to create awareness.**

**PROCESS**

**To maintain VM of the store as per the prescribed guidelines. To make sure that plan o gram are strictly followed.**

**PEOPLE**

**Conduct daily briefing for the team. Coach and mentor the team. Conduct training for the team on a regular basis for newly introduced products, selling skills and grooming standard. Planning shifts and breaks in such a manner so as to ensure adequate manpower on the floor.**

**PERSONAL INFORMATION:**

**Gender** **: Male**

**Nationality** **: Indian**

**Marital States** **: Unmarried**

**Languages** **: Hindi & English**

**Hobbies** **: Volley ball, Cricket, Sports.**