**RESUME**

# 

# ANTONY

E-mail: [antony-393477@2freemail.com](mailto:antony-393477@2freemail.com)

**Objective:**

Aspiring for a dynamic, leading and challenging profile in a forward-looking organization, believes in growth and to enhance my career in the industry.

**Educational Qualifications**

* Bachelor in commerce with Taxation from MG University (2009-2012)
* Higher Secondary Education

**WORK EXPERIENCE**

**STORE MANAGER**

**INDIA (September2013 – April2019)**

* Developing store strategies to raise customers’ pool, expand store traffic and optimize profitability
* Meeting sales goals by training, motivating, mentoring and providing feedback to store staff
* Ensuring high levels of customers satisfaction through excellent service
* Complete store administration and ensure compliance with policies and procedures
* Maintain outstanding store condition and visual merchandising standards
* Reporting on buying trends, customer needs, profits etc.
* Propose innovative ideas to increase market share
* Conduct personnel performance appraisals to assess training needs and build career paths
* Job-role includes category management activities like ensuring minimum stock-outs, Re-Ordering and keeping a check on store standards of cleanliness and housekeeping
* Deal with all issues that arise from staff or customers (complaints, grievances etc.)
* Managing budgets, statistical and financial records
* overseeing pricing and stock control
* Preparing promotional materials and displays
* liaising with head office
* Regular Inventory to keep track of the stocks

**SALES EXECUTIVE**

(January 2010 –August 2013)

* Conduct market research to identify selling possibilities and evaluate customer needs
* Actively seek out new sales opportunities through cold calling, networking and social media
* Set up meetings with potential clients and listen to their wishes and concerns
* Prepare and deliver appropriate presentations on products and services
* Create frequent reviews and reports with sales and financial data
* Ensure the availability of stock for sales and demonstrations
* Participate on behalf of the company in exhibitions or conferences
* Negotiate/close deals and handle complaints or objections
* Collaborate with team members to achieve better results
* Gather feedback from customers or prospects and share with internal teams

**IT Skills**

* ERP SOFTWARE : VISUAL BASIC, ORACLE, TALLY ERP 9
* OFFICE TOOLS : MS Office

**STRENGTHS**

* Proven successful experience as a retail manager
* Strong organizational skillscommunication and interpersonal skills

**DECLARATION**

I hereby declare that all the above mentioned particulars are true and correct according to the best of my knowledge.