

Mohit Bagani

Aspiring Retail Professional

Top-performing retail management professional with 8+ years outstanding record of success in diverse retail assignments. Client focused, self-motivated and driven individual who has a proven record of exceeding sales targets and handling retail store operations effectively by employing presentation and negotiation skills. Strong interpersonal skills and solid ethical behavior aimed at managing both assets and employees.



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WORK EXPERIENCE

Lifestyle LANDMARK GROUP

- Assistant Store Manager
Locator- Doha (Qatar)
Duration- March 2024 - Present
Store size - 11293 sqfts
Team size - 10 people
Job responsibilities
 - Accountable for driving business of Beauty/Fashion/Home department .
 - People Management of Makeup Artists and sales associates.
 - Business analysis on DSR, department, subclass and brand wise reports
 - Conducting daily, weekly and monthly performance review.
 - Coaching on shop floor behaviour and 1on1 connect with staff
 - Maintaining visual standard of the store through effective implementation of VM guidelines.
 - Tester Management of Beauty department through landmark Beauty central.
 - Ensuring customer service leads to customer delight.
 - Focus on customer value proposition (CVM)
 - Maintaining a department wise customer portfolio and customer connect on new arrivals.
 - Customer retention of non buyers since last quarter and season.

NYKAA LUXE THE LUXURY STORE

Luxury Beauty Manager (MBO)
Leading Brands :



Location (Ahmedabad, Gujarat)
Duration - April 2023- Dec 2023

Job Responsibilities

- Store size - 1500 sqfts
- Team size - 12 people
- Product Categories - Make up, Skincare, Haircare, Fragrances
- Accountable for managing business of multi brand store with presence of 30 international and national brands
- People management of MUA and skincare experts
- Tracking brand performance and contribution
- Daily analysis on sales, brand and category reports
- Conducting daily, weekly and monthly performance reviews with 1 on 1 staff connect
- Ensuring adequate inventory level by maintaining minimum base qty (MBQ) of best seller SKUs from every brand .
- Ensuring tester availability of the products on the floor.
- Maintaining look and feel of the store by ensuring execution of VM guidelines as per the planogram
- Ensuring high level of customer service by uncovering customer needs and providing make up and skincare demos
- Regular global count of the brand qty and SKU wise inventory check to minimise shrinkage ratio.

PERSONAL INFORMATION

- Date of Birth : 14 May 1989
- Age: : 35
- Gender : Male
- Marital Status : Single

SKILLS

- Leadership
- Reliability
- Problem solving
- Adaptability
- Interpersonal Skills
- Analyst
- Team Management

SPECIALTIES

- Communication
- Training & Coaching
- Inventory Management
- Merchandising
- Customer Relationship Management
- Store Management
- Sales
- Business Development

ACHIEVEMENTS

- Designated store name with 90% plus Mystery Audit results with highest score of 98% in Art of Retailing customer journey at Nykaa
- Designated store name amongst highest Dyson units sold across the country with a sale of 19 pcs for the month of November 23
- Led the store with Highest AOV (Average Order Value) of Rs 5100 amongst 12 stores in Cluster.
- Led the store with highest sales revenue of 1.10 crore in zone amongst 10 stores in region at BBW

ASSISTANT MANAGER

Location: Indore, India

Duration : October 2021 - April 2022

Key Responsibilities

- Store size - 14309 sqfts
- Teamsize- 20 people
- Assisting store manager in all areas of daily business operations, human resources, customer service and merchandising.
- Coordinating, monitoring and reporting on daily operations.
- Recruiting, training and supervising employees.
- Product training and updating store staff about regular communication received from HO.
- Managing employee schedules, conducting performance reviews and enforcing disciplinary actions.
- Monitoring and maintaining suitable store inventory levels.
- Ensuring the store environment complies with health and safety regulations.
- Maintaining a clean, organized and aesthetically pleasing store front.
- Resolving customer complaints and concerns in a timely manner.
- Ensuring that store policies and procedures are followed.
- Regulation of Inventory management and control through SAP.
- Shrinkage Control.
- Forecasting business by comparing data via using Retail analytics tools.
- Managing and handling store as fulfillment centre of OMNI channel business of company named as Trends AJIO

**OWNER-OPERATOR**

Location: Indore, India

Duration : Nov. 2012 - January 2021

Key Responsibilities:

- Store size - 2050sqfts
- Team size - 6 people
- Managing in-store sales, staffing and administration hence accountable for a profit centre
- Handling all the store operations, thus ensuring smooth operation of the store.
- Preparing, analyzing and monitoring of all the daily, weekly and monthly reports
- Taking care of merchandise exchange and refunds
- Analyze financial data and performing financial forecasting.
- Analyze past results, perform variance analysis, identify trends, and make recommendations for improvements.
- Coordination and supervision of store promotional activities and merchandising.
- Managed all aspects of visual merchandising in the store and initiated solution based visual merchandising.
- Ensured excellence in customer service.
- Exhibited effective inventory management through identifying and liquidating non-moving SKU's of the store.

**TRAINING AND CERTIFICATIONS**

- Design Thinking (Certificate)
- Advanced Excel formulas (Certificate)

**HOBBIES AND INTERESTS**

- Listening Music
- Singing
- Traveling
- Cooking

**EDUCATION**

- Graduate