



## **Amal Varghese**

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### **CAREER OBJECTIVE**

Seeking a challenging retail sector management position where I can utilize my 5 years of experience to contribute to the organization's growth and expansion aspirations.

#### **CORE COMPETENCIES**

##### **Strategic Planning**

- Market Strategy Formulation
- Research Plan Development
- Strategy Formulation for Pricing / Product Positioning

##### **Sales & Marketing**

- Demand Generation for Products & services
- Market Requirement Analysis

##### **Retail Management**

- Retail operations management
- Visual Merchandising

#### **CAREER ABSTRACT**

- A result-oriented professional with established success and over 5 years in retail operations.
- Successfully collaborated for 5 New Store openings in India
- Experience in product promotion activities for penetrating the market & achieving desired sales goals
- Able to identify requirements in a business and generate the required strategy to problem-solving
- Proficient in SAP.
- Train, Monitor and review staff and store performance.
- Oversee, build, and maintains customer relationships.
- Generate reports like weekly sales, performance notice, duty report and daily checklist.
- Maximize a retail store profit whilst minimizing costs.

### **ORGANISATIONAL EXPERIENCE**

#### **Retail Manager at Gala Supermarket (Division of NESTO International), from October 2023**

- Managed 1 new store opening operations including planogram designing and store settings.
- Expedited successful New Store Opening within a short period of 1 month.
- Managed and trained 45 employees for the retail and production process.

- Directed and promoted community engagement, marketing, and sales floor activities, ensuring excellence in customer service and elevating brand value and credibility.
- Recruiting, training, supervising and appraising staff
- Managing budgets.
- Overseeing pricing and stock control.

#### **Retail Assistant Manager at Reliance Retail LTD, from August 2021 to August 2023**

- Managed 5 new store opening operations including planogram designing and store settings.
- Supervise and train staff.
- Review staff performance and offer constructive feedback.
- Coordinate daily customer service operations
- Track the progress of weekly, monthly, quarterly
- Monitor and maintain store inventory.

#### **Retail Store Manager at ESR Masters Retail Pvt LTD, from November 2018 to July 2021**

- Managing staff and providing guidance.
- Reporting to leadership.
- Devising strategies to increase productivity and improve operations.
- Developing policies and processes.
- Communicating with the team regularly.
- Ensuring KPIs are met.

#### **Sales Associate Future Group, from July 2017 to October 2018**

- Build and manage quality management systems to ensure developed products meet the standards and specifications of the brands.
- Implementing a visual merchandising strategy.
- Installing merchandising displays.
- Monitoring a budget and recording costs.
- Problem-solving.
- Visual creativity.
- Managing budgets.

#### **EDUCATIONAL QUALIFICATIONS**

<b>COURSE</b>	<b>INSTITUTION</b>	<b>BOARD/ UNIVERSITY</b>	<b>YEAR OF PASSING</b>
<b>B. Com</b> (Bachelor of Commerce)	Chavara Institute of Management, Kochi, Kerala, India	M G University	2019
<b>Grade 12</b> (Commerce)	Sree Narayana Higher Secondary School, Poothadi	State Board of Higher Secondary Examinations	2016

### **PERSONAL INFORMATION**

Date of Birth : 01/05/1998  
Nationality : Indian  
Language Known : English, Hindi, Tamil and Malayalam  
Marital Status : Single  
Gender : Male

### **REFERENCE**

- 1) Subin Michael - Reliance Retail Limited  
Store manager  
Ph : +91 9400556442
- 2) Vinu Kumar - ESR Masters Retail Operations Head  
Ph: +91 8593013307