



HARSHA K T

SALES PROFESSIONAL

PROFILE SUMMARY

- Delivered exceptional service across jewellery, apparel, grocery, and quick service sectors.
- Executed visual merchandising projects enhancing store appeal and seasonal engagement.
- Conducted stock audits to ensure inventory accuracy and loss prevention.
- Applied upselling techniques to exceed sales targets and drive product movement.
- Managed customer complaints and queries, ensuring satisfaction and loyalty consistently.

WORK EXPERIENCE

SALES EXECUTIVE

KEERTHI JEWELLERY, COIMBATORE | January 2024 – January 2025

- Advised customers on jewellery selection and promoted ongoing product offers effectively.
- Handled POS billing and secured valuable transactions with precision and care.
- Maintained organized jewellery displays and ensured store cleanliness and aesthetics daily.
- Promoted new collections through visual merchandising and festival-focused presentations.
- Strengthened client relationships through after-sales service and personalized recommendations.
- Conducted stock audits and reported product shortages or excesses accurately.
- Assisted during promotional campaigns, improving footfall and festive sales conversions.
- Collaborated with team to exceed monthly sales goals through effective upselling.
- Monitored customer preferences to suggest trending, high-demand pieces appropriately.
- Ensured jewellery security during display, trial, and packaging processes consistently.

NUTRITIONIST & DIETITIAN

ASHWIN HOSPITAL, COIMBATORE | 2023 – 2024

- Developed patient-specific diet plans based on medical reports and assessments.
- Counseled patients about food habits and lifestyle for long-term health improvement.
- Collaborated with doctors to align diets with medical treatments and goals.
- Organized nutrition education seminars to promote healthy eating within the hospital.
- Designed low-cost meal charts based on local foods and availability.
- Evaluated nutrient intake using analysis software and modified diets accordingly.
- Coordinated with kitchen teams to ensure safe and accurate meal preparation.
- Implemented diet-based wellness programs and tracked patient improvement progress.
- Provided one-on-one consultations for obesity, diabetes, and renal conditions.
- Maintained patient dietary records and monitored compliance with prescribed meal plans.

SALES EXECUTIVE

DORAISINGH SUPERMARKET, COIMBATORE | 2022 – 2023

- Greeted customers warmly and helped locate items on shopping lists.
- Operated POS terminal to complete billing transactions quickly and accurately.
- Restocked shelves and organized displays for maximum visual impact.
- Monitored product expiry dates and reported nearing expiry stock promptly.
- Promoted in-store discounts and combo offers to increase daily sales.
- Processed cash and digital payments while ensuring zero cash discrepancies.
- Assisted in unloading deliveries and updated stock records accordingly.
- Resolved customer queries and handled complaints with empathy and professionalism.
- Maintained hygiene standards across designated sections of the store.
- Supported peak-hour operations to ensure customer service efficiency.

SALES STAFF

TCNS CLOTHING COMPANY LTD., THRISSUR | 2020 – 2021

- Helped customers choose fashionable outfits based on occasions and body types.
- Provided updates on promotions, styles, and store loyalty programs effectively.
- Met personal sales targets consistently through excellent customer engagement.
- Created themed fashion displays that aligned with seasonal trends and campaigns.
- Handled exchanges, refunds, and returns per company policy guidelines.
- Tracked inventory, updated stock levels, and communicated low stock alerts.
- Upsold complementary items to increase average billing value per customer.
- Resolved fitting and product issues with patience and product expertise.
- Maintained fitting room cleanliness and assisted during busy store hours.
- Supported team with stock replenishment and end-of-day reporting.

CONTACT DETAILS



+971 52 124 6599



harshaakhil95@gmail.com



Dubai, UAE

HARD SKILLS

- Point-of-Sale Operation
- Inventory Management Systems
- Visual Merchandising Design
- Customer Relationship Management
- Product Knowledge Expertise
- Sales Forecasting Techniques
- Stock Replenishment Process
- Cash Handling Procedures
- Upselling And Cross-selling
- Promotional Campaign Execution
- Data Entry Accuracy
- Loss Prevention Strategies
- Order Processing Systems
- Complaint Resolution Skills
- Team Coordination Tools
- Time Management Practices
- Microsoft Office Suite

SOFT SKILLS

- Effective Communication Skills
- Exceptional Problem-Solving
- Strong Leadership Abilities
- Time Management Proficiency
- Team Collaboration Excellence
- Customer-Centric Approach

AREAS OF EXPERTISE

- Retail Sales Management
- Visual Merchandising Setup
- Inventory Control Systems
- Customer Service Excellence
- Stock Audit Procedures
- Upselling And Promotion
- Point-of-Sale Transactions
- Team Leadership Coordination

DIGITAL SKILLS

- Microsoft Office Word
- Microsoft Office Excel

LANGUAGES KNOWN

- English
- Hindi
- Malayalam
- Tamil

PERSONAL DETAILS

- Date of Birth: 20 November 1999
- Marital Status: Married
- Nationality: Indian
- Passport Number: C7404904

STAFF

JUBILANT FOODWORKS LIMITED | 2021 – 2022

- Delivered prompt customer service in busy fast-food environment daily.
- Ensured food preparation met safety and hygiene regulations consistently.
- Packed online and takeaway orders within standard delivery timelines.
- Maintained cleanliness of kitchen, counters, and service areas regularly.
- Assisted with inventory checks and storage of raw material deliveries.
- Followed standard portioning and presentation guidelines during service.
- Addressed customer complaints and ensured satisfactory resolution onsite.
- Operated billing system to process food orders and refunds efficiently.
- Trained new team members in safety and customer interaction protocols.
- Supported team during rush hours to maintain service speed.

STAFF

BURGER KING, COIMBATORE | 2018 – 2019

- Welcomed guests and suggested combo meals based on preferences.
- Ensured accurate and timely food order delivery during rush periods.
- Maintained kitchen hygiene by following cleaning schedules diligently.
- Collaborated with team to meet shift performance and order targets.
- Assisted in preparing burgers, beverages, and desserts per recipe.
- Restocked condiments, packaging materials, and utensils before peak hours.
- Managed customer queues and maintained friendly tone under pressure.
- Supported supervisors during outlet-level promotional activities and campaigns.
- Maintained waste control logs and minimized food wastage daily.
- Participated in safety drills and emergency response simulations.

ACADEMIC QUALIFICATIONS

BSC CLINICAL NUTRITION AND DIETETICS

PPG college of allied health science, Coimbatore (2023)

HIGHER SECONDARY EDUCATION

St George high secondary school puttekara - 2018

ACHIEVEMENTS

- Awarded "Employee of the Quarter" for consistently exceeding targets in efficiency and customer service.
- Increased sales revenue by 25% through strategic jewellery product promotion and targeted client engagement.

CONFERENCE ATTENDED

- Millets said in literature and their uses - Kongunadu arts & science college
- Bariatric & Renal Nutrition - Kongunadu arts & science college

DECLARATION

I hereby declare that the information provided in this CV is true and accurate to the best of my knowledge and belief. I take full responsibility for the authenticity of the details mentioned and understand that any false information may lead to disqualification from consideration for the position.