



Vinith VS

Senior Executive

An energetic and result driven Assistant Manager who has 2 years wealth of in retail store operations eager to put my expertise and skill to use within the company I represent. I love to be part of a team, share my ideas and also learn from them too. I look forward to bringing value based work to the table with my professionalism, commitment and work ethic and generate positive results for the concern.

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☎ 0588399169

📍 ALqusais, Dubai, UAE

WORK EXPERIENCE

Senior Executive Reliance Retail LTD

11/2021 - 10/2023

Kollam, India

Tasks/Duties

- Boosted Margin Rates up to 58% throughout the months due to meticulous and supervised Target assignments and sales management.
- Directed appropriate communication, training, incentives, mentoring and feedback to associates through acquired product knowledge to exceed sales goal upto 28%.
- Resolved more than 50 in-store customer complaints through timely engagements and strategic problem solving.
- Crushed monthly dashboard results through encouraging teamwork achieving a perfect A grade for 4 consecutive months straight.
- Implemented sound strategies on inventory management through back office operations reducing discrepancies in stock levels.
- Retail loss prevention upto 25% through proper methods of handling stock, driving sales, timely shelf helps, mark downs and accurate promo visualisation.
- Customer Satisfaction levels are improved with reduction in over 45% of complaints through proper service assurance and involvement.
- Stock control assurance and reduction in purchasing cost upto 45% through sound negotiation with vendors, accurate reorder levels and stock correction.
- Peaked sales results to 36% through team segregation, customer support, upselling and proper presentation and communication of promotions during seasoned promotion weeks.

Contact : Store Manager: Sudheer J - 9895021682

EDUCATION

MASTER OF BUSINESS ADMINISTRATION University Institute of Management, Kerala University

08/2018 - 01/2021

Kollam, India

Courses

- Finance and Marketing

Bcom commerce

Shankar Institute of science technology and
Management , Chathannoor, kollam, Kerala

Courses

- Computer Application

SKILLS

Inventory management

Attention to detail

Customer Service Excellence

Leadership

Problem Solving

Conflict resolution

Vendor Negotiation

Microsoft Office Suites

SAP

Back office operations

Point of sale systems

Cash and accounts

Interpersonal Communication

Time management

Visual Merchandising

Teamwork

Adaptability

Creativity

Work ethic

PERSONAL PROJECTS

Marketing analysis of Nestle/Starbucks Alignment

- Able to find out that nestle was able to market and distribute starbucks branded products into 80 markets outside starbucks access and nestle was able to enter new markets with sales growth of 12% in 2021.

ACADEMIC ACHIEVEMENTS

Two months of internship work experience with an international cashew trading company with results clarifying increase in market demand, upto 63% for labour intensive productivity due to quality.

Certification for being part of a Nationally Acclaimed Youth Empowerment program by AIMA

Management Expertise

As being the host for the event college fest "SHANKOK 2K18" for "The best Manager"

IELTS

Average score of "7"

LANGUAGES

Malayalam

Full Professional Proficiency

English (IELTS SCORE: 7)

Full Professional Proficiency

INTERESTS

Workout

Music

Games

Shonen genre anime

Travel