**Pavan Kumar**

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| Professional Summary |

An MBA graduate with specialization in Fashion Retail. Seeking the role of Manager where I can use 19 years of sales & management experience to identify new markets, provide sales support to a wide network of manufacturers and employees, and launch various sales campaigns. Enthusiastic and driven individual eager to dive into the retail landscape, harnessing a strong background in customer service and conflict resolution to ensure an outstanding shopping experience. Objective: To develop into a top-performing manager who contributes significantly to sales growth and customer satisfaction.

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| Skills |

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| * Hungry for success | * Drives & resilience | * Financial acumen |
| * Inventory control | * Recruiting and Hiring | * Performance Evaluations |
| * Retail Operations Management | * Strategic Initiatives | * KPI Trackin |

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| Experience |

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| Business Manager  Max (Life Style International pvt ltd) | September 2022 - Current |

* Prepared daily work schedules for and assigned tasks to 40+ employees, scheduled deliveries, and enforced company policy
* Oversaw financial management, including budgeting, forecasting, and expense tracking.
* Conduct regular meetings (individual and group) with team members to establish goals, review performance and provide organized communications
* Reviewed store P&L with Area Manager to reduce costs in several areas
* Partner with the Higher Management to provide vision and leadership that result in exceptional performance of the area's team members and businesses
* Conduct monthly store audits and utilize audits in performance management
* Maximizing sales through effective merchandising and marketing
* Engage the Maintenance team in Visual Management and 5S improvement efforts to improve work management and efficiencies
* Develop operation standard in accordance with corporate guidelines to ensure consistency with overall image and service standard of the brand
* Analyzed market trends and identified new business opportunities.
* Ensured compliance with industry regulations and company policies.
* Prepared comprehensive reports on business activities for upper management review.

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| Store Manager  Reliance Retail Ltd | August 2018 - September 2022 |

* Performance management of team members, including coaching, recognition, disciplinary action and performance evaluations
* Led team by example to maintain focus on performance and achieving targets.
* Develop and manage strategies to achieve stated goals
* Conduct monthly store audits and utilize audits in performance management
* Maximizing sales through effective merchandising and marketing
* Recruit, develop and retain a high-performing, empowered team
* Collaborate with Communications Department in special events to enhance the brand image and sales
* Develop operation standard in accordance with corporate guidelines to ensure consistency with overall image and service standard of the brand
* Led a cross-functional team to develop online in-store for customer use, enhancing the shopping experience and increasing foot traffic by 10%.
* Monitored inventory levels and ordered new stock as needed to maintain appropriate levels.

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| Store Manager  ICONIC (LAND MARK GROUP MIDDLE EAST) SA | March 2015 - May 2018 |

* Responsible for managing the day-to-day operation of the store, as well as setting customer service standards and launching initiatives to hit sales targets
* As well as developing and motivating a team, whilst ensuring everyone adheres to company policies and procedures
* Monitoring and reviewing store performance on a regular daily, weekly and monthly basis.
* Maximizing sales through effective merchandising and marketing
* Monitoring product availability levels throughout the day and replenishment stocks to ensure 100% availability.
* Working with the visual team to manage displays within the store
* Recruiting the right people with the right behaviors in to the right jobs and ensuring they are given access to the right training
* Actively monitoring competitor activity
* Maintain inventory management for stock control, wastage, damage, and expiry and inter Department transfer etc

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| Department Manager  Big bazaar (Future group India pvt Ltd) | November 2013 - February 2015 |

* Maximizing sales through effective merchandising and marketing
* Maintaining high standards of customer service
* Visual Merchandising
* Identifying fast and slow moving stocks
* Maintain inventory management for stock control, wastage, damage, and expiry and inter Department transfer etc
* Recruit, manage & monitor the performance of team members to ensure efficiency in process operations and meeting of individual & group targets.

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| Floor Manager  Prateek apparel pvt ltd | November 2010 - November 2013 |

* Maintaining high standards of customer service
* Visual Merchandising
* Identifying fast and slow moving stocks
* Checking the market trend and giving the affective feedback to a management etc
* Housekeeping, Merchandising, Sales & service coordination etc
* Stock levels sufficient for major events
* Maintain inventory management for stock control, wastage, damage, and expiry and inter Department transfer etc
* Recruit, manage & monitor the performance of team members to ensure efficiency in process operations and meeting of individual & group targets.

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| Asst. Store Manager  RAMONDS APPAREL LTD | August 2007 - June 2010 |

* Visual Merchandising
* Identifying fast and slow moving stocks
* Checking the market trend and giving the affective feedback to a management etc
* Housekeeping, Merchandising, Sales & service coordination etc
* Stock levels sufficient for major events
* Maintain inventory management for stock control, wastage, damage, and expiry and inter Department transfer etc.

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| Section In charge  CITY CENTER [biggest hyper mall in] [ KUWAIT] ME | June 2005 - July 2007 |

* Maintaining high standards of customer service
* Vital role in pallet display for various promotions campaign
* Participating in inventory management for stock control, wastage, damage, expiry and inter Department transfer et
* Stock levels sufficient for major events
* Responsible for training new staff by guiding with proper product knowledge.

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| Supervisor  Hyderabad Central [India's Biggest Seamless Mall] | May 2004 - April 2005 |

* Stock Replenishments
* Preparing Qualitative Analysis of the Label
* Visual Merchandising
* Identifying fast and slow moving stocks
* Checking the market trend and giving the affective feedback to a management etc.

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| Education |

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| MBA - Retail Management  Indian School of Business Management , Hyderabad | April 2017 |

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| Fathername |

V MADHUSUDHANA RAO (LATE)

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| Residentialaddress |

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