



PRAVEEN KUMAR M A

PROFILE

9+ years of experience in Sales, and Marketing.

PERSONAL DETAILS

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NATIONALITY & VISA STATUS:

Nationality: Indian
Visa: Tourist Visa

LAST WORKPLACE SUMMARY

-Lenskart (optical) : Lenskart is an Indian multinational optical prescription eyewear retail chain all over India and abroad , based on Gurgaon , I am currently working at Bangalore branch as a store in-charge from 2022 june. Handling store Day to Day SOP and managing the sale plan with the store month plan and target vs achievement . stock inward and outward and conducting morning Huddle for day plan.

CAREER OBJECTIVE

To be part of an organization of repute where I can grow in terms of knowledge, skills and use my analytical abilities and professional competence to align mutual development of the organization and myself.

CURRENT WORK EXPERIENCE

LENSKART (OPTICALS)|BANGALORE, KARNATAKA : (Store In-charge)
2022 – 2023
Major Responsibilities

- Manage staff, preparing work schedules and assigning specific duties.
- Perform sales floor work, such as greeting or assisting customers, stocking shelves, or taking inventory.
- Prepare purchase orders from vendors, solicit bid proposals, and review requisitions for goods and services.
- Managing stores making sales upwards on weekly bases.
- Prepare checks and cash for deposit, verify amounts, and check accuracy of deposit slips.
- Balance currency, coin, and checks in cash drawers at ends of shifts, and calculate daily transactions using computers, calculators, or adding machines.
- Perform clerical tasks such as typing and filing.

PREVIOUS WORK EXPERIENCE

Nailbox (salon)|BANGALORE, KARNATAKA: (Store In-charge)

- Supervised, trained, and motivated a team of 24 individuals.
- Utilized Microsoft office to create optimal scheduling tool that provided minimal discrepancies.
- Initiated training classes for team members to promote company brand and revenue.
- Increased retail sales 25% during first year resulting in invitation to regional meeting to participate in initiatives for sales generation across the corporation.
- Utilized motivational tools such as contests to excite and engage workers.

EDUCATION AND CERTIFICATION:

-SSLC - 10th (HSE)
- Form Karnataka School Examination
and Assessment Board

-PUC - PCMC - 12th from Department of
Pre-University Education, Karnataka

LANGUAGES:

- English (Read, Write and Speak)
- Kannada (Read, Write and Speak)
- Hindi (Read, Write and Speak)
- Malayalam (Speak)
- Telugu (Speak)
- Tamil (Speak)

SKILLS:

- Leadership
- Result Oriented
- Quick Decision Making
- Convincing people
- Problem solving
- Interpersonal & Communication

TECHNICAL SKILLS:

- Microsoft Office
- Common Operating Systems
- Technical Writing
- Project Management

PROFESSIONAL SYNOPSIS

- Communication skills
- Computer skills
- Sales
- Cash handling
- Microsoft excels
- Multilingual
- Microsoft office

DRIVING LICENCE:

- LMV, Motorcycle, Issued by:
RTO Karnataka (India)

LEVIS|BANGALORE, KARNATAKA: (Store In-charge)
2016 to 2019**Major Responsibilities**

- Use computers to produce signage.
- Take photographs of displays or signage.
- Plan commercial displays to entice and appeal to customers.
- Place prices or descriptive signs on backdrops, fixtures, merchandise, or floor.
- Dress mannequins for displays.
- Develop ideas or plans for merchandise displays or window decorations.
- Instruct sales staff in colour coordination of clothing racks or counter displays.
- Provide customer service by greeting and assisting customers, and responding to customer inquiries and complaints.
- Direct and supervise employees engaged in sales, inventory-taking, reconciling cash receipts, or in performing services for customers

ADDONS WOMENS|BANGALORE, KARNATAKA: (Sales Associate & promoted to Store In-charge) : 2013 - 2016

- Assisted customers and the general public on sales pertaining to Wal-Mart Shoes.
- Worked the district manager, the Store Manager, the Assistant Store Managers, as part of the management team, responsible for the day-to-day management of the shoe department.
- Included staffing, scheduling, merchandising, inventory, and price changes.
- Assisted in the recruitment and hiring of the best-qualified applicants to meet the shoe department's needs.
- Staff and scheduled associates to ensure compliance with Wal-Mart payroll budgets.
- Conducted orientation, train, coach, develop, and manage sales associates in execution of daily tasks.
- Maximized sales and measure sales performance.

DECLARATION:

I hereby declare that all the details provided above are true to the best of my knowledge and belief.