**RAHUL SINGH s/o L.C. Dhabhai.**

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**Career objectives:**

With over 10 years of extensive experience in the retail industry, I have successfully managed both food and non-food departments. My expertise spans across fresh produce (F&V), grocery, dairy, beverages, and other food articles. In the non-food sector, I have a strong background in garments, stationery, seasonal items, household products, and more. My comprehensive understanding of both categories has enabled me to enhance product management, streamline operations, and boost sales.

Current Employment Experience: -

 **Designation: - Store Manager** (19-Oct-18 to Till Date)

(Democratic Republic Of Congo)

* Develop quarterly and annual sales plans for the entire store, including concepts
* Achieve sales targets and maintain sales vs. stock ratio
* Implement advertising and sales promotion like category and promotions
* Review production requirements, planning, and replenishment
* Prepare promo - distribution of flyers, in-store decoration based on festivals/seasonal events, and visual merchandising
* Overall accountable for all departments & activities carried out at the store
* Ensure all team members are multitasking to enable overall growth and better management of the overall store
* Ensure customer satisfaction by interacting with clients and handling customer requests
* Provide instant service to clients, entailing provision of fastest solutions to customer concerns to enhance their satisfaction levels
* Contribute effectively to achieve store profitability and sales targets
* Supervise the visual look and feel of the store
* Prepare weekly stock audit report and based on report working on Negative on hand
* Order new stock all categories in place of all locations.

Designation: - Store Manager (20-June-15 to 15-Oct-18)

* Increased sales by 20% through effective visual merchandising and promotion planning
* Reduced shrinkage by 15% by implementing inventory control measures
* Trained and developed a team of 10 sales associates to deliver excellent customer service and achieve sales targets
* Collaborated with the marketing team to develop and implement local marketing initiatives
* Managed the store's budget and achieved profitability targets

Designation: - Store Manager (08-Sep-14 to 19-June-15)

* Successfully managed the store and achieved sales targets.
* Supervised the visual look and feel of the store.
* Ensured customer satisfaction by interacting with clients and handling customer requests.
* Contributed effectively to achieve store profitability and sales targets.
* Managed and trained a team of sales associates.
* Maintained inventory levels and ordered new stock as necessary.

: - Designation: -Customer Relationship Manager (05-08-13 to 07-09-14)

* Managed customer interactions and resolved complaints to ensure customer satisfaction
* Coordinated with the sales team to develop customer-centric sales strategies
* Conducted market research to identify customer needs and preferences
* Trained and mentored new customer service representatives

Designation: - Store Manager (01-jul-11 to01-Aug-13)

* Managed daily operations of the department shop, including sales, merchandising, and customer service
* Achieved sales targets by developing and implementing effective marketing and promotional strategies
* Trained and supervised a team of 5 sales associates

Designation: - Assistant Manager (06-sep.-10 – 31-mar-11)

* + Day to day bank transactions & field job (CASA).
  + Processing of All type of Sales and Marketing Job.
  + Analysis of various type of investment product offered by the Bank.

Other Work Experience:

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* 1 year & 2 months experience as a sales executive in R.R Jewelers (reupdated & biggest jeweler showroom in Ajmer)
* 2 Year work as a **LIC Agency** from 2012 -2014

Academic Qualifications:

|  |  |  |
| --- | --- | --- |
| **Qualification** | **University/Board** | **Year** |
| M.B.A ( sales marketing & retail ) | Annamalai University | 2008-10 |
| B.A. | M.D.S University Ajmer | 2006-08 |
| Senior Secondary (12th) | C.B.S.E | 2004-05 |
| Secondary (10th) | C.B.S.E | 2002-03 |

**Computer:**

Tally 9.1, DTP,MS office & Internet.

An Organization should pick me up for my:

I am a team player as well as a good team leader & when my role demands me to be one. I am self-confident, hardworking and responsible towards my duties.

Personal Details:

**Father’s name** : Mr. L.C.Dhabhai

**Date of birth** : 12 may’1987

**Gender** : Male

**Marital Status** : Married

Declaration:

I hereby declare that all the information provided by me in these applications factual and correct to the best of my knowledge and belief.

Date:

Place: (RAHULSINGH)