




SEBESTYAV FERNANDES

STORE CASHIER / SALES EXECUTIVE

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PROFILE INFO

Results-driven Sales Executive with a strong background in retail sales and customer service across diverse environments, including fashion boutiques and hypermarkets. Proven track record of exceeding sales targets and enhancing customer satisfaction through exceptional service and product knowledge. Skilled in building strong customer relationships, managing inventory, and processing transactions efficiently. Adept at identifying customer needs and delivering tailored solutions to drive repeat business. Committed to staying updated on industry trends to provide informed recommendations and contribute to overall sales growth.

EXPERIENCE

LIFESTYLE INTERNATIONAL PVT.LTD (MAX FASHION)

DEPT. SENIOR CASHIER

APR-2022 - OCT-2022 , MALL DE GOA; PORVORIM

- Training the Cashiers along with working with them in Cash tills on daily basis
- Allocating Cash Tills as per the NOB Trend Defined.
- Analyzing Scanning Efficiency to increase the Billing Experience of Customers.
- Preparing Cashiers Duty Roster on Weekly Basis to avoid Sudden Surprises.
- Ensuring the Manpower Planning of the Day.
- Attending CustomerQUIRES At Same Time To Enhance The Customer Service.

HOTEL AARADHYA ADORER

FRONT OFFICE EXECUTIVE

OCT-2022 - DEC-2023, NEMALE; SINDHUDURG

- Operate all aspects Of Front Office Computer System, Including Software Maintenance, Report Generation & Analysis.
- Maintain An Organised Comprehensive Filing System With Documentation Of Purchases, Vouchering, Schedules, Forecasts, Reports And Tracking Logs.
- Monitor All V.I.P 's Special Guests And Requests.
- Ensuring the Manpower Planning of the Day.
- Review Daily Front Office Work , Log Book And Guest Feedback Forms On A Daily Basis. And Activity Reports Generated By Night Audit.

LIFESTYLE INTERNATIONAL PVT.LTD (MAX FASHION)

STORE CASHIER & SR. SALES EXECUTIVE

FEB-2024 - CURRENT, MALL DE GOA; PORVORIM

- Provide excellent customer service and assist customers in selecting fashion items. Maintain store appearance and ensure merchandise is well-stocked and organized.
- Process sales transactions accurately and efficiently. Build and maintain strong customer relationships to encourage repeat business and customer loyalty. Monitor sales performance and assist in achieving monthly sales targets through strategic promotions and customer engagement.
- Monitoring Cashiering Process As Per SOP And Taking Corrective Actions By Discussing With Cashiers On Spot For Better Understanding.
- Analyzing Cashiers Speed to encourage them as well as to improve billing Experience.

EDUCATION

Shri, Vasudevanad Saraswati Vidyalaya
High School [H.S.C.]

Mangaon, Maharashtra, India

CERTIFICATION COURSE

Alison University

Diploma : Retail Management

Diploma: Front Office Management

Diploma: Business Management

SKILLS

- Sales Strategy Development
- Client Relationship Management
- Lead Generation Negotiation Skills
- Market Research and Analysis
- Presentation and Communication Skills
- Team Collaboration
- Closing Techniques
- Customer Needs Assessment

PERSONAL INFO

- Nationality : Indian
- Gender : Male
- Marital Status : Single
- Date of Birth : 03.03.2004
- Hometown Adr.: 151, Akeri-Humras, Sindhudurg, Maharashtra, India, 416 510
- Hobbies : Bike Riding, Camping, Traveling

- **Passport No. V4857356**

Issued : 28.03.2022

Expiry : 27.03.2032

LANGUAGES

English | Hindi | Marathi | Konkani