



Shaheryar Manihar

Sales Executive

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Malad west, Mumbai, 400095,

India

Date / Place of birth

18/05/1994 / BASTI, UTTAR

PRADESH

Nationality

Indian

Profile

Passionate and driven Retail Sales Executive with over 4 years of experience in the retail industry. Proven track record of exceeding sales targets and building strong relationships with key retail decision makers. Skilled in effective communication, problem solving, and relationship building. Experienced in maximizing brand awareness and driving sales through in-store actions. Excellent product knowledge and ability to provide solutions that customer needs.

Employment History

Stock Room Boy Or Warehouse Worker at Major Brands India Pvt Limited, Mumbai

04/2014–04/2016

- Established and maintained accurate inventory records, which enabled efficient management of stock levels and minimized losses due to spoilage or theft
- Developed and maintained an inventory of warehouse supplies, ensuring all necessary items were always in stock
- Replaced or repaired worn or broken parts in machines or equipment
- Managed the cycle counting inventory process and ensured accuracy of warehouse stock levels
- Positively impact customer experience through display and visual appeal.
- Organize the stockroom or warehouse, and ensure accurate labeling, logical placement, neat arrangement, and cleanliness.
- Ensure that products are accessible, constantly available, and properly distributed.
- Ensure that products are safely packaged.
- Participate in formal periodic inventory audits.
- Decrease store shrinkage by researching inventory discrepancies and reporting suspicious activities to loss-prevention specialists

Shop Assistant at Pavers England Limited, Mumbai

Skills

Critical thinking and problem solving	5/5
Fast Learner	5/5
Ability to Work Under Pressure	5/5
Ability to Work in a Team	5/5
Communication Skills	5/5
Microsoft Excel	5/5
Computer Skills	5/5
Customer Service	5/5
Microsoft Office	5/5
Retail Chain Management	5/5
Customer Relationship Management	5/5

Hobbies

Gaming
To Play Cricket
Listen Music
Watching Movies
Swimming

Languages

Hindi Native speaker
English Very good command

05/2016–12/2019

- Computed sales prices, total purchases and receive and process cash or credit payment.
- Described merchandise and explain use, operation, and care of merchandise to customers.
- Estimated the quantity and cost of merchandise required, such as paint or floor covering.
- Completed floor replenishment to guarantee size availability and promote customer satisfaction.
- Maintained knowledge of current sales and promotions, policies regarding payment and exchanges, and security practices.
- Recommended, selected, and helped locate or obtained merchandise based on customer needs and desires.
- Watched for and recognize security risks and thefts, and know how to prevent or handle these situations.
- Solicited customers potential product needs and promotes the appropriate product to meet their needs.

Sales Executive at G11 Trader's Electronic Gadgets Store, Georgetown Guyana

01/2020–06/2023

- Assisted customers with all electronics related needs.
- Working the register and cashing out customers.
- Stocked shelves, racks, bins and tables with merchandise.
- Provided excellent customer service to all customers.
- Responsible for selling, stereos, televisions, and devices electrical devices.
- Cross-trained in other departments.
- Assisted customers with finding merchandise fitting for their needs
- Maintained profitable customer relationships
- Stocked inventory and set new modulars as needed
- Offer product knowledge and answer any questions that are related to said product to customers
- Operate a POS for transactions
- Handle cash properly
- Face/organize aisles to keep the store neat and tidy
- Protect product with thorough security methods

Sales Executive at Vrx Sports Pvt Limited, Mumbai

11/2023–Present

- Responsible for assisting customers in various departments.
- Maintained the presentation of our store and made sure all of our merchandise available for purchase.
- Obtained whatever product they were wishing to have it in stock in our store.

- Demonstrated exceptional customer service every day and motivated co-workers to work as a team.
- Made sure that every customer assisted was very satisfied and shopping experience possible every time they came into Academy Sports & Outdoors.
- Used Because excelled in the department in regard to customer and inventory control, store management entrusted to train new employees.
- Maintained knowledge of current sales and promotions, policies regarding payment and exchanges, and security practices

Education

S.S.C, 10th Maharashtra State Board, Mumbai

06/2001–03/2011

Government High School Malad Marve Road Mumbai 400095

FYJC, Nirmala College Of Commerce And Science, Mumbai

06/2011–05/2012

Municipal School Building, Rani Sati Rd, Malad East, Mumbai, Maharashtra 400097

Strengths

Effective Communication

- Experienced in delivering persuasive presentations resulting in a 30% increase in sales within the first quarter.

Problem Solving

- Proven ability to identify customer needs and provide effective solutions resulting in a 20% increase in customer satisfaction.

Relationship Building

- Skilled at building and maintaining strong relationships with key retail decision makers resulting in a 15% increase in partnership opportunities.