

ARUL GERALD

Sales executive

Contact: +971502992046



Objective:

To be associated with the organization that provides me an opportunity to prove my skills and seeking a challenging and responsible role that provides continuous improvement and to be a part of the team that works dynamically towards the growth of the organization.

Education:

Education	Name of Institutions	Year of passing
B.Com	AM Jain College	2017-2020
HSS	Avichi Higher Secondary School	2015-2017
10th	Thai Sathya Matriculation School	2014-2015

Work Experience:

1. DMART Super market – Virugambakkam, Chennai

As Sales Executives

May 2018 – March 2020

- Assisted customers in locating products, provided product information, and addressed customer inquiries to ensure a positive shopping experience.
- Contributed to achieving sales targets by maintaining product knowledge and promoting in-store offers and discounts.

- Managed inventory by regularly checking stock levels, restocking shelves, and organizing displays to maximize store efficiency and visual appeal.
- Assisted with cash handling, processed transactions accurately, and balanced cash registers at the end of shifts.
- Ensured cleanliness and organization of assigned sections, contributing to a pleasant shopping environment.

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2. KFC- Ashok Nagar, Chennai

As Sales Executives

April 2020 – February 2021

- Delivered excellent customer service by quickly and accurately taking orders, resolving issues, and ensuring high levels of customer satisfaction.
- Achieved sales goals by promoting high-margin menu items and upselling add-ons, contributing to an increase in overall sales.
- Managed cash transactions and balanced cash registers, ensuring accuracy and adherence to cash handling procedures.
- Ensured food quality and safety by following company standards for food preparation, handling, and cleanliness.
- Supported team members during peak hours to improve workflow, reduce wait times, and maintain a smooth operational pace.
- Participated in internal audits to maintain compliance with health and safety standards, assisting in ensuring that store operations met all regulatory requirements.

3. GRT Jewellers - Anna Nagar, Chennai

As Sales Executives

March 2021 – September 2024

- Actively engaged with customers to understand their needs, providing personalized recommendations on jewelry selections, which helped build trust and drive high-value transactions.
- Achieved and often exceeded monthly sales targets, contributing to overall revenue growth and improving customer retention.

- Conducted regular inventory checks, ensuring stock accuracy and supporting the financial integrity of the store.
- **Participated in internal audits**, working closely with the audit team to review sales records, inventory management processes, and financial reports to ensure compliance with company policies and standards.
- Assisted in identifying areas for operational improvement during audits, which contributed to enhanced inventory control and minimized discrepancies.
- Supported product displays and promotional events, improving the visual appeal of the store and attracting new clientele.
- Utilized CRM software to maintain records of customer interactions, preferences, and follow-ups, fostering long-term customer relationships.

Key Skills

- Customer service excellence in luxury retail
- Sales and product promotion
- Inventory accuracy and stock management
- Audit support and record accuracy
- Product expertise and recommendation skills

COMPUTER LITERACY:

- Operating systems: Windows XP, Windows 7, Windows 8.
- Type writing –English (Lower)

PERSONAL DETAILS:

Date of Birth : 12.01.2000
 Contact number : +971502992046
 Email Id : arulgerald12@gmail.com
 Gender : Male
 Languages known : English & Tamil (To speak and write)
 Nationality : Indian
 Marital Staus : unmarried

