

VISHNU R

Coimbatore, India

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PROFESSIONAL SUMMARY

Results-driven Retail Sales & Operations Manager with 6+ years of experience in retail management, sales optimization, cash handling, accounting support, and customer relationship management. Adept at driving revenue growth, enhancing store operations, and building strong client relationships. Seeking a role in the UAE to apply expertise in retail sales, cashier operations, accounting functions, showroom management, and business development.

CORE COMPETENCIES

- Showroom & Retail Sales Management
 - Customer Relationship Management (CRM)
 - Business Development & Lead Generation
 - High-Ticket Sales & B2B Sales
 - Showroom Visual Merchandising
 - Vendor & Supplier Negotiation
 - Inventory Management & Stock Control
 - Cashiering, Cash Flow & Accounting Support
 - Team Leadership & Sales Training
 - Revenue Growth & Profit Maximization
 - Market Trend Analysis & Sales Forecasting
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WORK EXPERIENCE

Manager | I Smart Education Service, Coimbatore

Jul 2023 – Present

- Spearheaded sales and business development efforts, expanding the client base by 20% through targeted marketing strategies.
- Conducted personalized client consultations, improving customer satisfaction by 25% and increasing successful sales conversions.
- Managed and trained a diverse team to enhance performance, aligning with organizational sales goals.

- Implemented data-driven sales strategies, optimizing lead generation and improving sales effectiveness.
 - Oversaw cashier operations, ensuring accurate cash flow management and daily reconciliation of transactions.
 - Assisted in basic accounting tasks such as invoice processing, ledger entries, and financial record-keeping.
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Store Manager | UPBEAT, Coimbatore

May 2020 – Jun 2023

- Launched and managed a new showroom, achieving 35% revenue growth in the first year.
 - Developed and executed sales strategies, improving showroom customer footfall and conversion rates.
 - Supervised visual merchandising and showroom layout planning, enhancing product visibility and customer engagement.
 - Negotiated with vendors, ensuring cost-effective procurement and maintaining optimal stock levels.
 - Conducted sales training programs, resulting in a 20% productivity increase and improved service quality.
 - Managed cash registers, monitored cash flow, and ensured secure handling of financial transactions.
 - Performed reconciliation of sales and cash deposits, assisting in financial audits and reporting.
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Store Manager | Mufti (Credo Brands Pvt. Ltd.), Coimbatore

Apr 2019 – Mar 2020

- Managed overall showroom operations, driving consistent revenue growth through targeted promotions and sales strategies.
 - Led a team of sales professionals, increasing customer retention and repeat business.
 - Implemented inventory control measures, reducing stock discrepancies and ensuring product availability.
 - Negotiated supplier contracts, improving profit margins and expanding product offerings.
 - Oversaw cashier operations, ensuring smooth transactions, proper billing, and cash deposit reconciliation.
 - Utilized Tally software for daily financial entries and basic accounting functions.
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EDUCATION

B.Sc. in Computer Science

Kongunadu Arts and Science College, Coimbatore | 2016

TECHNICAL SKILLS

- CRM & Retail Management Software
 - Microsoft Office Suite (Excel, Word, PowerPoint)
 - ERP & Inventory Control Systems
 - Sales Data Analysis Tools
 - Point of Sale (POS) Systems & Cash Handling
 - Tally Accounting Software
 - Photoshop
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SOFT SKILLS

- Communication & Negotiation
 - Leadership & Team Management
 - Problem-Solving & Decision-Making
 - Customer Service Excellence
 - Attention to Detail
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LANGUAGES KNOWN

- Tamil
 - English
 - Malayalam
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