

First Name Last Name
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EXPERIENCE:

Reliance Entertainment Ventures Pvt. Ltd. (BIGFlix), Reliance ADAG

Working from Apr 2008

Cluster Manager

- I am monitoring eight store in delhi/ncr.
- Making sale & profit programmes to increase sales
- Annually budget to control expenses.
- Helping store manager in increasing performance.
- Using good space for new products.
- Monitoring services of security and housekeeping.
- Giving focus on compliance of rules.

Spencer's Retail Limited

Aug 2006 – Mar 2008

Store Manager

- Responsible for managing activities of the store.
 - Made new marketing and increased sales a lot.
 - Prepared responsibility for the storing staff.
- Responsible for stock and indents.
- Actively made product display for increased selling.
- Undergone specialized training programmes in retail operations conducted by Aditya Birla Retail Limited.

Subhiksha Trading Services Ltd

Aug 2005-Jul 2006

Retail Outlet Manager

- Responsible for searching finalising stores space
- *Framed programs for bringing new customers and looked after operation of store.*
- Prepared loyalty programme and monitored store safety and security.
- **Assisted team in maintenance of documents.**

Heartland Delhi Transcription & Services Pvt. Ltd., New Delhi

Aug 1999-Jul 2005

Sr. Quality Analyst/Training Manager

- Responsible for making client specific presentations and monitoring major accounts
 - ß Given training to 50 people.
- Started as trainee in 1999 and got many promotions.

Toshali Resorts International Ltd., Malviya Nagar, New Delhi

Jul 1995 - Jul 1999

Indoor Sales Consultant & Sales Manager

- Responsible for recruitment, training 20 consultants to increase productivity.
- Better understanding of concept selling and made network of satisfied customers.
- Responsible for making road show, customer meet etc. to increase sales.

↳ Started career as an Indoor Sales Consultant and promoted as Sales Manager in eight months.

EDUCATION:

- Bachelor of Arts from Delhi University.
- Diploma in basic Computer Applications from ISCT, New Delhi.

TRAININGS ATTENDED:

- “Selling Skills.”
- Training on “Basic Retail Concepts.”
- Six months' duration extensive training program
- Corporate training for retail operations with ABRL