VISHAL SHARMA

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**OBJECTIVE**

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**WORK EXPERIENCE**

1. Presently working as **Assistant Store Manager** in **Blackberrys** at Pacific Mall, Subhash Nagar, Delhi from September 2013 to till date.

**Tasks Handled**

* Consistently creates a welcoming environment for the customer by greeting and assisting; as well as quickly responding to customer inquiries and needs.
* Demonstrates desired behaviors for staff including driving sales, handling difficult and/or complicated sales, cash management, inventory, and follow-up with customers.
* Assists Store Manager with providing a strong leadership presence and control in store, while ensuring that all customers receive good service and quality merchandise.
* Ensures all pricing, signage, and displays are correct at all times.
* Responsible for controlling inventory stock levels and reordering as necessary.
* Manages and controls shrink.
* Changes the visual merchandise according to the guideline of the Company.

1. Three year worked as **Assistant Store Manager** in **Givo Retail Ltd**., Karol Bagh.

**Tasks Handled**

* Sales achievement and sales promotion to meet department targets.
* Replenishments, Optimal stock keeping, Return on Capital Employed Analysis and Analyzing Stock Cover Reports. Setting Sales targets for the team and doing sales and target variance analysis.
* Supervising Global Counts and Perpetual Inventory Count System to track inventory levels and control shrinkage.
* Sending MIS Reports to Operations and Buying & Merchandising Team at Service Office.
* Visual Merchandising

1. Three year worked as Sales Associates in VOI (Addi Industries Ltd.) at G.K.-II fromSep 2004 to Jan 2007.

### **Company Profile**

**VOI** an Italian fashion wear brand deals in ladies and mens apparel and accessories has started in 2003.

It’s operation in India with collaboration with **Addi Industries Ltd** having a turnover of **200 crores.** **VOI** having five outlets in Delhi & NCR and planning to open different outlet in Chandigarh and Jaipur.

**Responsibilities:**

* **Stocks-** Indents and PO's are placed as per schedule. Coordinate with H.O. Provide Feedback to H.O. Merchandising for changes in merchandise mix etc.
* **Customer Service**: Attending Customer Issues, if any, on an immediate basis and ensure that they are resolved to the satisfaction of the customers. Build Team Spirit among the Employees and ensure that they are well trained and motivated to perform as per the objectives.
* **Sales**: Achieving sales target given by H.O at the time of sale and during promotions, motivating sales, team-member.

(4) One year worked as **Sales Executive** in **Eureka Forbes Pvt. Ltd**. at Raja Garden, Delh in Aug. 2003 to Aug. 2004.

**ACADEMIC DETAILS**

* + - 10th Pass Govt. Sr. Sec. School 1996-97
    - 12th Pass Govt. Sr. Sec. School 1998-99
    - B.A.(Pass) - (O.M.S.P) Delhi University 2000-03

**IT PROFICIENCY**

* Well versed with computers, especially in MS Office (MS-Word, MS-Excel, Power Point).
* User-Friendly with any kind of software.

**PERSONAL DETAILS**

Marital Status : Married

Address : H.No - 311, Pocket-D-16, Sector-7, Rohini, Delhi-110085

Father’s Name : Shri Ashok Kr. Sharma

D.O.B. : March 12, 1981

Place: Delhi

Date: **(VISHAL SHARMA)**