

H.M. Shaikh

Contact Details		Personal Particulars	
Mobile	: 8055820025	Date of Birth	: 02 nd Apr 1988
Email	: hussainshaikh305@gmail.com	Gender	: Male
Address	: 50 Nousheen Garden Officer Colony, Near Norain Masjid Asara Nagar Nanded Nanded 431605	Marital Status	: Married
		Education	: B.A.(2010-13) MBA Persuing

Key Skills

1. Retail Excellence.
2. Effective team communication.
3. People management.
4. Vendor Management.
4. System Knowledge (SAP, Microsoft office)
5. Convincing power.
6. Strong decision-making power.
7. Having patience

Employment Details

Years of Experience	: 12 + Years
Current Employer	: Reliance Retail LTD (DM)
Previous Employer	: Future Retail LTD (Big Bazaar)
Current Designation	: Department Manager
Current Industry	: Retail
Current CTC	: 3.80 L pa.
Current Location	: Nanded (Maharashtra)

OBJECTIVE

To work with dedication & consistency towards goal of organization where I work. To grow in skill, personality & performance with growing organization.

1) WORK EXPERIENCE

Working as a Department manager at Reliance Digital from Nov 2018 Till Date

Job SNAPSHOT: -

- Handling here 13 thousand sft Retail Store
- Responsible for store Profit & losses
- Handling 35 peoples team
- Retail Audit
- Independent business project handling, including customer survey & competition mapping.
- Co-ordinate sales and business initiatives
- Warehouse operations / Audit
- Scheduling of DC vehicle
- Inventory management, Maintain fresh inventory on hand
- Fruits & vegetables department business focus
- To give Qualitative feedback on the progress on movement of various products.
- Do monthly business review with managers team
- Coordinate with marketing team for growth in business

2) WORK EXPERIENCE

Worked As an ADM At Trends from July 2016 To Apr 2018.

Job SNAPSHOT: -

- Handling here 24 thousand sft Retail Store
- Track RGM (Rupee gross margin) per department.
- Managed the category in the Department.
- Independent business project handling, including customer survey & competition mapping.
- Co-ordinate sales and business initiatives.
- Oversaw Departmental as well as Store sales and inventory management.
- Build a customer relationship and Serve the product and services.
- For good sale I do benchmark in local market.
- To coordinate with the category & Vendors for availability of products & its assortment.
- To ensure that the stocks are ordered from the central warehouse with category coordination.
- To give Qualitative feedback on the progress on movement of various products.
- To work out stock rotation of merchandise on display at regular intervals.
- To ensure proper visual merchandising (MPM) at the department in co-ordination with store VM.
- I have experience for FBB (Men's) for 6+ months,
- To responsible for the sales and targets of the allocated section and understanding & achievements of the targets as per the annual [business plan](#).
- Responsible for Store Level MPP, MPM, SOP & LPC.
- Store Guru (in store Trainer). Conduct & train the employees.

Highlights:

- I am playing here Asst. Department manager role.
- Increased the Sales and Retail Customer relationship.
- Store Operations
- Fashion MPM.
- Increased sales YOY growth and profitability in Respective LOB.
- Got Appreciation for my multitasking work from A.M.
- Worked for store profitability by increasing margin & reducing expenses.
- Shrinkage Control management.
- Taken marketing initiative to pull customers in store.
- Each MC sale tracking to understand performing and non performing LOB.

3) WORK EXPERIENCE



Worked as 'ASM' with N-mart LTD) since Dec – 2013 to May 2014

JOB SNAPSHOT: -

- Achieving target through 14 sales Promoters Team.
- Having resources every time.
- Punctuality & accuracy in reporting.
- Trained Promoter as well as retailers up to the marks of company.
- Tacking responsibility to proactively communicate Targets.
- Tracking daily & weekly for achieve the target.
- Maintain relation with all outlet owners & give feedback.
- Ability to push self and others to achieve challenging goals.
- Generating the business by the selling Solution (NMS, Music Store, NLT, OVI Maps, and Nokia Maps).
- Try to resolves complaint properly.

Place : Nanded

Date 27/01/2024

Thanks & Regards
Husain Shaikh

