**santosh s. buchade.**

Email**:**buchade9096@gmail.com

Contact: 7757002299/9096234196

## PERSONAL SUMARY

A highly experienced professional who possess the required level of retail management experience needed to inspire, lead, develop and motivate staff, thereby helping them to achieve outstanding results through passion, innovation and support. Key qualities include innovation in the selling strategy and responsiveness to market trends as well as being able to give superb product knowledge training to junior employee. Have a real passion of retailing with a strong desire to exceed customer expectations.

## Objective

To demonstrate my work skills and establish my career in Sales/ Business Development, working with a reputed organization.

To create milestones wherever I work and prove to be the biggest and the best asset for an organization

## work experience

1)Croma A Tata Enterprises

 As a ADM (August 2023 to Till date)

2) Reliance Digital Retail LTD Latur.

 As a Department Manager ( April to August 2023)

3) Reliance Digital Retail LTD Nanded.

 As a Team Leader 4 years(October 2018 to Mar 2023)

4) 1 Year - LG India PVT LDT.

 (Saibaba Distributor Nanded)

 As a DSO.

5) 2 Year – Sony India PVT LTD.

 (Swapnalok Distributor Nanded)

 As a DSO.

6) 1 Years – Reliance Digital Retail LTD Sangli.

 As a Team Leader.

7) 2.3 Year – Reliance Digital Retail LTD Pune.

 As a Sales Associate

8) 1.6 Year- Big Bazaar Pune.

 As a Team Member

Have overall accountability for growing the sales and profitability throughout the department. Managed team and compliance throughout the operation as well delivered excellent standards of customer service.

## Key responsibilities

|  |
| --- |
| * Meeting with General Manager for future sales strategy.
 |
| * Splitting Targets among Team Members, and keeping track of achievements.
 |
| * Conducting reviews with Sales Staff about their weekly plan.
 |
| * Floor training for sales staff to get excellence in customer service, and enhancing ticket size.
 |
| * Carrying out announcements & paging of various offers & schemes running in the store.
 |
| * Also handle tagging procedure as per (SOP) standard operating procedure.
 |
| * focus on achievement of the store according plan
 |
| * track on KPIs, (Ticket size, Basket size, NOB),
 |
| * Maintain margins & profits.
 |
| * Management & Motivation the Staff.
 |
| * To identify and act on root causes of loss/shrinkage.
 |
| * Inventory management.
 |
| * Target Breakup - pick & nonpeak wise, Brand, section, Family, Brick
 |
| * To plan and initiate regular sales performance tracking and action plan for all employees at
 |
| * the front end basis individual performance
 |
| * Weekly reviews with staff to achieve week & month objectives, coordinate with my team regarding
 |
| * Offers, communications, implementation and increase our business.
 |
| * Track total team of business and give them suggestion and innovative idea.
 |
| * Reporting to my senior manager data like business plan, market data, staff reviews inventory data,
 |
| * Brand sale report etc.
 |
| * Understating the customer requirement and give him proper solution. Customer service &people
 |
| * Efficiency.
 |
| * Merchandise display ( as per Plano & Merchandising layout )
 |
| * Maintain the Store & Warehouse SOP & to ensure the hygiene, proper ambience at
 |

## PROFESSIONAL EXPERINCE

**Managing competencies**

* Able to motivate staff to hit targets.
* A comprehensive understanding of retail laws.
* Keeping up to date with trends in the retail industry
* Constantly looking for way to increase efficiency.
* Excellent retail industry and product knowledge.

**PERSONAL**

* Can handle pressure and expectation.
* Ability to inspire trust from both staff and customers.
* Willing to work nontraditional hours I.e. late evening and weekend
* Eye for detail.
* Good negotiating skill

**Key competencies and skill**

* Forward planning.
* Team Management, Sales Management
* Hospitality
* Brand Development
* Merchandising
* Brand Management
* Stock control
* Time management
* Business Development
* Market Analysis, Marketing Research, Market Planning
* Ability to delegate
* Initiative
* Marketing Management
* Competitive Analysis
* Cross-functional Team Leadership

## EDUCATIONAL QUALIFICATIONS

|  |  |  |
| --- | --- | --- |
| **Examination** | **Year of Passing** | **University/Board** |
| **B.A** | May-2008 | AuragabadUniversity |
| **H.S.C.** | Feb-2004 | Latur |
| **S.S.C.** | March-2002 | Latur |

**ADDITIONAL QUALIFICATION**

* Knowledge of **“SAP”**
* Knowledge of **“DSS”**
* Knowledge of **Cashring.**
* Basic Knowledge of **Internet.**
* **MS-CIT.**
* Typing:- **English & Marathi**
* Basic Knowledge of **IT.**

## PERSONAL DETAIL

# Date of birth: 03thMay, 1984

**Languages Known**: Marathi,Hindi and English, .

**Areas of Interest** : Listening to Music, watching movies etc.

**Strength**                 : Result oriented hard work, Discipline.

   Self Confidence;Enthusiastic, Optimistic

Ability to analysis current trend of market.

## DECLARATION

The undersigned hereby certifies that all information given in this document is true, complete and correct.

**Place: Nanded Yours Faithfully,**

**Date:- (Santosh S. Buchade)**