



## SKILLS

COMPUTER SKILLS

COMMUNICATION SKILLS

LEADERSHIP SKILLS

CUSTOMERS SERVICE SKILLS

PROBLEM SOLVING SKILLS

MANAGEMENT SKILL

TEAMWORK SKILLS



## EDUCATION

**SCC**  
**MAHARASHTRA STAE**  
**BOARD**

02/2007

**HSC**  
**MAHARSHTRA STATE**  
**BOARD HIGHER**  
**SECONDERY**

03/2017

**D Y PATIL - BBA**  
**MAHARSHTRA STATE**  
**BOARD**

03/2022 - Present



## INTERESTS

Swimming

Music

Travelling

Clubbing



## LANGUAGES

Hindi  
Native or Bilingual Proficiency

Marathi  
Native or Bilingual Proficiency

# AKSHAY OSWAL

Proficient Store Manager dedicated to hiring top-notch sales associates and maintaining smooth, efficient and highly successful store operations. Resourceful and meticulous with over 14 years of extensive experience in retail sales in the field of Jewellery. Organized and effective at encouraging staff cooperation and productivity to meet and exceed objectives. Born leader and analytical problem-solver with proven team building and management success.

A driven sales professional who is fully aware of current sales, trends, and developments in local markets. I am a good team player. always ready to help. I am kind-hearted as well as growth minded person.



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Behind Thakur Bakery,  
Maharashi Nagar, Pune  
411037, Pune 411008, india



## WORK EXPERIENCE

### ASSITANCE BRANCH MANAGER P N GADGIL & SONS - PUNE, INDIA

04/2024 - Present

Achievements/Tasks

- Managed daily operations to ensure smooth functioning of the store, maintaining a clean, safe environment for customers and employees..
- Managed inventory control, cash control, and store opening and closing procedures.
- Assisted with hiring, training and mentoring new staff members. Completed point of sale opening and closing procedures.
- Improved customer satisfaction through staff training in customer service and product knowledge.
- Maximized sales and minimized shrinkage through excellent customer service and adherence to standard practices.
- Maximized sales by creating innovative visual merchandising displays and store layouts. Managed store employees successfully in fast-paced environment through proactive communication and positive feedback.
- Increased store profitability by implementing cost-saving measures and efficient inventory management strategies.
- Addressed customer complaints promptly and professionally, resolving issues to maintain positive relationships with clientele.
- Managed financial aspects of store operations, including budget planning, expense tracking, and accurate record-keeping to maintain fiscal responsibility

### DEPUTY MANAGER SALES & SERVICE MALABAR GOLD AND DIAMONDS - PUNE, INDIA

06/2022 - 11/2023

Achievements/Tasks

- Acting in a place of the manager when they are not available.
- Assisting managers in taking important decision regarding management procedures and operation.
- Helping the staff to monitor achieve business goals. ensuring that the staff following company rules and guidelines.
- Preparing weekly or monthly reports and analysing business metrics and working closely with the members of the team to achieve targets or implement strategies.



## LANGUAGES

Marwadi  
Full Professional Proficiency

English  
Native or Bilingual Proficiency



## WORK EXPERIENCE

### SR SALES ASSOCIATE TANISHQ - PUNE, INDIA

01/2018 - 05/2022

#### Achievements/Tasks

- Trained new sales personnel on company policies, customer acquisition strategies and successful sales techniques.
- Met or exceeded sales objectives on consistent basis to drive company growth. Reported sales data to upper management for review.
- Monitored sales team performance and provided constructive feedback. Led sales team to exceed quarterly sales goals.
- Generated sales leads and cold called potential customers. Developed sales plans to increase market share, customer base and revenue.
- Grew sales and boosted profits, applying proactive management strategies, and enhancing sales training.
- Streamlined team sales processes increase productivity and decrease closing time. Promoted brand awareness and utilized took advantage of network connections to increase brand development.
- Kept detailed track of sales and customer information in company system. Worked closely with other departments to understand full scope of available offerings and provide top-notch salesmanship to customers.
- Conducted surveys of customers to understand successful sales tactics and strategize improvements in processes. Negotiated contracts and sales terms with new and existing clients.

### Retail Sales Associate Tribhovandas Bhimji Zaveri - PUNE, INDIA

05/2016 - 01/2018

#### Achievements/Tasks

- Helped customers complete purchases, locate items, and join reward programs. Checked pricing, scanned items, applied discounts, and printed receipts to ring up customers.

### Retail Sales Associate KALYAN JEWELLERS - VASHI MUMBAI, INDIA

09/2014 - 04/2016

#### Achievements/Tasks

- Helped customers complete purchases, locate items, and join reward programs. Checked pricing, scanned items, applied discounts, and printed receipts to ring up customers

### Retail Sales Associate GULABCHAND CHATLANJI AND SONS - PUNE, INDIA

04/2011 - 10/2014

#### Achievements/Tasks

- Helped customers complete purchases, locate items, and join reward programs.
- Checked pricing, scanned items, applied discounts, and printed receipts to ring up customers. Worked with loss prevention in monitoring shopper behaviour.
- Worked closely with shift manager to solve problems and handle customer concerns.
- Increased sales and customer satisfaction through personalized servicing. Greeted customers and helped with product questions, selections, and purchases. Maintained clean sales floor and straightened and faced merchandise.

### Retail Sales Associate NAKODA GOLD - PUNE, INDIA

05/2007 - 02/2011

#### Achievements/Tasks

- Helped customers complete purchases, locate items, and join reward programs. Checked pricing, scanned items, applied discounts, and printed receipts to ring up customers.