Amrut Kedari Ghadage

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Experienced and result driven retail sales trainer with a passion for developing sales team and driving revenue growth. Adept at creating engaging training program and delivering dynamic presentations to enhance product knowledge and sales skills. Seeking to leverage expertise in retail training to contribute to the success of forward thinking organization.

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| **Education** |

* MBA-Marketing Sinhgad School of Business Studies, University of Pune (2014)
* B.B.A.–Marketing Sinhgad College of Art’s & Commerce, University of Pune (2012)

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| **Technical Skills** |

* Administering the LMS software end-to-end
* Training delivery
* Training needs analysis
* Content development

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| **Professional Experience** |

1. **Chandukaka Saraf and sons Pvt. Ltd, Pune (2019-till date)**

* Develop and implement comprehensive training program for retail sales associates
* Focusing on product knowledge, customer service and sales techniques.
* Conduct on-boarding sessions for new hires, ensuring they are equipped with the skills and knowledge needed succeed in their roles.
* Collaborate with sales managers to identify training needs and develop customized training solutions to address area of improvement.
* Evaluate the effectiveness of training programs through assessment and feedback mechanisms .
* Utilized a verity of training methods, including classroom instructions, role play exercise and online module to accommodates different learning styles and preference.
* Implement Performance Improvement project for front-end for different products specially for profitable category and schemes.

1. **Waman Hari Pethe Sons, Mumbai (2017-2019)**

* Facilitated training sessions for retail sales terms on product features, benefits and selling techniques.
* Create training material including presentations, Handouts to support training objectives.
* Provide individual coaching and feedback to sales associates to help them improve their sales targets.
* Conducted role - play exercises and simulations to practice objections handling and deal closing techniques.

1. **Acme Consultancy, Mumbai (2016-2017)**

* Classroom Training at client Location for Sales & service, Product knowledge

1. **Tanishq, Laxmi Road, Pune (2015-2016)**

* Counter Sales : RSO
* Achievements -
* Achieved sales target through effective upselling and cross selling.
* Maintained clean and organized store environment to enhance shopping experience
* Participated in Product training sessions to stay informed about new merchandises and promotions.
* Handled cash transactions and processed returned and exchanges according to company policy.

1. **Kalyan Jewellers, Nal stop, Pune (2015-2016)**

* Counter Sales : Sales Person Trainee

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| **Personal details** |

* Date of Birth: Jan 01st, 1992
* Marital status : Married
* Current address: Vadgav Bk. Sinhgad Road, Pune.
* Permanent address: At post Mayani, Tal. Khatav, Dist. Satara-415507.

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| **Hobbies** |

* Traveling and Trekking,
* Learning new things

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| **Strength** |

* Analytical skills to solve problem to get desire result (Data Reading & Retail metric )
* Good communication & public speaking skills
* Entrepreneurial mindset
* Managerial ability

**Declaration:** I hereby declare that the information furnished above is true to the best of my knowledge and belief.

Place: Pune. Thanking You  
Date: March 2024 Amrut K. Ghadage