

Gaurav Kale

A/P Pimple Gurav Tel :- Haveli Dist :- Pune
9370505087 | grkale726@gmail.com

Dear sir/Madam,

I would like enthusiastic, dedicated young professional, currently working in **Png and Sons LTD**. I further look forward to enhance my career working with a dynamic, well – established organization in INDIA. Having acquired technical expertise through my studies and further developing my skills with practical exposure I would now like to enhance my career prospects under the training and guidance of a professional team.

Having considered my professional expertise and qualifications, I would be grateful if you could provide me with an opportunity to serve your organization.

Yours faithfully,

Gaurav Rameah Kale



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Objective

Seeking a career opportunity to develop my skills, knowledge & abilities and utilize them with maximum efficiency to be successful in the globally competitive environment and add values both to the organization & myself.

Experience

- Belapurkar jewellers Dec 2018 - Feb 2022
- Reliance Retail ltd Mar 2022 - Jan 2024
- Png and sons Pvt Ltd Current -

Education

- Institutions of Business Management Research centre wakad pune 2023
MBA
71%
- Modern College Ganeshkhind 2019
MA
68.5
- Annasaheb Awate College Manchar Pune 2017
BA
70.75
- Janta vidya Mandir Ghodegaon pune 2014
HSC
55.59
- Shri Hanuman Vidyalay Gangapur bk pune 2012
Ssc
85.82

Skills

- Communication. Teamwork. Initiative. Problem-solving. Computer / IT skills. Organisation. Leadership. Hard work and dedication. Critical Thinking Creativity

Projects

- **ANALYZE CUSTOMER SATISFACTION AND STUDY OF PROMOTIONAL ACTIVITIES FROM DRIVING MORE CUSTOMERS WITH REGARDS TO RELIANCE '**
Customer satisfaction
Promotional Activities of Reliance trends
Research Methodology
Data Analysis
Findings and recommendations

Interests

- Chess. Playing a musical instrument. Reading. Writing. Photography. Design cricket Reading .

Activities

- 1. Participate in school and College level Cricket Competition. 2. Participate in District level Competition in School and College life.

Languages

- English Hindi Marathi

Job Responsibility

- • Achievement of Targeted AOP, Gross Margin and SPSF
- Responsible for the P&L of the store
- Price and promotions running in the stores are clearly displayed / communicated to all customers
- Ensure that all consumables are within budget and work towards reducing costs
- Ensure that decisions taken are quickly implemented on the ground without losing time
- 100% adherence to promo implementation in the store
- Reduce dump, shrink and other losses for the store
- Other Source of Income – SOH
- Increase margins and minimize expenses
- Control inventory level and shrinkage
- Mystery Shopping Findings and Improvement
- Focus on R1 enrollment and business volume
- Adhere to Mockshop guidelines
- 100% SOP Implementation and Adherence by team
- Ensure Negative Inventory Control
- Explaining routine tasks to all team members
- Statutory Compliance
- Control Attrition
- Product knowledge, brand differentiation
- Recognize and develop talent
- Coach and mentor people as an ongoing process in the team and develop people towards growing to the next level
- Net profit for the store.
- Increase in talent retention.

- Increase in returns per square foot.
- Increase in conversion rate
- Reduction in number of stock-outs
- Target vs. actual customer satisfaction index
- Reduction in customer complaint cycle time
- Mentor sales assistance through functional, behavioural training and career planning
- Update category and store associates on latest development in new product/brands and presentation/selling technique
- Productivity enhancement indicated by increased Sales per Employee
- Accurate and timely preparation / submission / review of reports - sales, order intake, new orders, profitability to provide inputs for strategic planning

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Strength

- Honesty and Integrity.
- Self-motivated, Initiative and Goal oriented.
- Ability to work independently and within a team.
- Quick learner.
- Ready to accept challenges.
- Comprehensive Problem Solving ability.
- Good knowledge of Microsoft office, windows OS.
- Good computer knowledge



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