

Jamir Mahabari

Tel: +91 7798217321 | Email: jamirmahabari@gmail.com

146, E Ward, Yadavnagar, Kolhapur 416008

Nationality: Indian | Marital Status: Married | Birthday: 19/08/1992



Objective

Jewellery specialist with 7 years of experience in Jewellery Industry. Proven record in managing product launches that increase brand awareness and sales. Strong planner and problem solver who readily adapts to change, works independently and exceeds expectations. Able to juggle multiple priorities and meet tight deadlines.

Work Experience

Harding brothers (Australia)

11/2023 - Nowadays

Fine Jewellery specialist

- ☒ Responsible for excellent customer service and building relationships.
- ☒ Assist Customer in purchasing leading to sales conversion who arrive at the showroom to buy jewellery - cross-sell/up-sell.
- ☒ Stock handling- receive stock additions, visual QC and manage inventory and order supplies.
- ☒ Responsible for resolve customer complaints and inquiries.
- ☒ Ensure the standards of the store visual merchandising for the attractive showcase of products at the appropriate counters.
- ☒ Responsible for create and manage retail sales promotion.
- ☒ CRM management – From generating leads to Final closure of the same.
- ☒ Responsible for Customer study and identify potential customers (HNI) for Cruise target achievement.
- ☒ Planning and Conducting Brand Pramotion on board.
- ☒ Planning and Conducting Jewellery Auction on board.
- ☒ Preparation of MIS reports

Malabar Gold Pvt. Ltd.

03/2018 - 11/2023

Sr. Executive

- ☒ Responsible for excellent customer service and building relationships.
- ☒ Assist Customer in purchasing leading to sales conversion who arrive at the showroom to buy jewellery- cross-sell/up-sell.
- ☒ Stock handling- receive stock additions, visual QC and manage inventory and order supplies.
- ☒ Responsible for resolve customer complaints and inquiries.
- ☒ Ensure the standards of the store visual merchandising for the attractive showcase of products at the appropriate counters.
- ☒ Responsible for create and manage retail sales promotion.
- ☒ Keep abreast of new trends/ products available in the market, making charges & stone charges and report on customer needs to Superiors.

- ☒ Conduct Market research, survey, etc. of competitors’ offers and ongoing promotions / activities.
- ☒ CRM management – From generating leads to Final closure of the same.
- ☒ Responsible for Customer study and identify potential customers (HNI) for Showroom target achievement.
- ☒ Planning and Conducting Brand exhibitions in new cities for brand awareness.
- ☒ Preparation of MIS reports.

Abhijeet Casting Pvt. Ltd.

HR Executive

02/2017 - 02/2018

- ☒ Recruitment & Selection
- ☒ Induction & Orientation
- ☒ Training & Development
- ☒ Compensation & Benefits
- ☒ Talent Engagement / Employee Relations & Communication
- ☒ Formulation, Review & Implementation of HR processes and policies
- ☒ Organization Development

Education

Master In Business Administration

Shivaji University

05/2014 - 03/2016

A

Bachelor in Commerce

Shivaji University

05/2011 - 03/2014

A

Skill

Team Building & Leadership	<div><div></div><div></div><div></div><div></div><div></div></div>
Strong Communication	<div><div></div><div></div><div></div><div></div><div></div></div>
CRM System	<div><div></div><div></div><div></div><div></div><div></div></div>
Microsoft Dynamics (POS) & Microsoft office	<div><div></div><div></div><div></div><div></div><div></div></div>

Interest

Interested to learn New things and explore the new Market

Language

English	Hindi	Marathi	Urdu
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